

Plan to Increase Meat Consumption *In this Issue*

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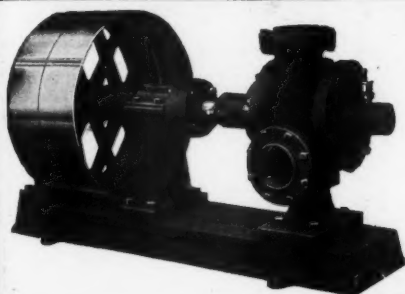
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THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS AND THE AMERICAN MEAT PACKERS' TRADE AND SUPPLY ASSOCIATION

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Chicago and New York, December 4, 1920.

No. 23.

TO INCREASE MEAT CONSUMPTION Allied Interests to Fight Anti-Meat Propaganda

Plans are under way for the launching of an organized campaign in answer to the systematic anti-meat propaganda which has been going on in this country for a long time. This propaganda has been the work of selfish interests in other food lines, who have been aided by enthusiastic but misguided scientists. Not content to advance the merits of their own products, they have sought to instill in the consumer's mind fear or dislike of meat, and thus benefit at the expense of a competing food product.

These attacks and misrepresentations are to be met with an educational campaign which will seek to give the consumer the real facts about meat, and thus stimulate confidence in the product and increase consumption. Meat producers are vitally concerned in such a movement at this time, and for the future, as are meat packers and others who are interested in maintaining and increasing meat consumption.

The first step in this campaign was a conference at Chicago this week, called under the auspices of the National Swine Growers' Association, at which livestock interests, commission men, packers and others were represented. Out of this conference came a committee to consider plans for the formation of a National Livestock and Meat Council whose duty it shall be to carry out the program in the interest of meat consumption.

Livestock raisers, commission interests, packers and retailers all gave hearty approval of the general plan. The committee appointed will seek the support of all organized bodies in the industries involved, and with their approval and co-operation a plan of operation will be formulated and put into action.

Committee to Plan Organization.

The committee appointed as a result of the unanimous vote of the conference, to enlist the support of all organizations interested throughout the country, and to prepare tentative plans for a campaign to be submitted to a delegate meeting of these organizations, is as follows:

President, W. J. Carmichael, Secretary National Swine Growers' Association.

Secretary, C. B. Helnemann, Secretary Institute of American Meat Packers.

J. R. Howard, President American Farm Bureau Federation.

L. C. Reese, Executive Committeeman, National Swine Growers' Association and member Iowa State Livestock Commission.

John M. Evvard, Professor of Animal Husbandry, Iowa State College.

Frank D. Tomson, Editor "Shorthorn in America" and field representative, American Shorthorn Breeders' Association.

Thomas E. Wilson, President Institute of American Meat Packers, and president Wilson & Company.

Edward Morris, president Morris & Company.

F. Edson White, vice-president Armour & Company.

Everett C. Brown, President National Live Stock Exchange.

S. B. Stafford, President Chicago Live Stock Exchange.

The conference was called to order in the assembly hall of the Saddle & Sirloin Club by Secretary W. J. Carmichael of the National Swine Growers' Association, under whose auspices the meeting was arranged for. There was a representative attendance of producers, commission men, packers and other interests involved.

Among the stockmen at the conference were A. Sykes, Ida Grove, Iowa, of the Corn Belt Meat Producers' Association; E. L. Burke, Omaha, Neb., of the American National Livestock Association; L. C. Reese, Prescott, Iowa, of the National Swine Growers' Association and a member of the Iowa State Livestock Commission; H. W. Mumford of the Illinois Agricultural Association; Dwight Putman, Tecumseh, Neb., secretary of the American Federation of Duroc Breeders; Frank D. Tomson, Lincoln, Neb., editor of "Shorthorn in America"; Murdo Mackenzie, former president of the American National Livestock Association; James McKee, Versailles, Ky., and others.

Secretary Carmichael stated the objects of the meeting and the causes leading up to the present situation in an address in which he said:

The Reasons for Meeting.

We are met here today as the result of a call sent out by the organization which I represent, the National Swine Growers' Association. This call was not sent for the purpose of taking any advantage on account of the fact that it was called by the swine interests, but merely because we have been keenly interested in the decreasing meat consumption, and particularly in the decrease in the use of lard throughout the country. Other meat products have also suffered, and are being attacked by various organized and unor-

ganized interests, Governmental agencies, and certain publications.

In order that all may have a clear understanding of how this meeting was called and as to the purpose of the meeting, I am taking the liberty of reading the call which we sent out to representatives of over thirteen hundred organizations, under date of November 8th.

Call for the Conference.

The letter is as follows:

"Many livestock associations throughout the United States, as well as agricultural publications, have pointed out the necessity of taking steps to promote increased consumption of meat and to counteract the insidious, widespread propaganda calculated to decrease meat consumption. At present there is no central organization which is in a position to represent adequately all livestock interests along this and other closely allied lines. Meanwhile the per capita consumption of meat in this country is decreasing.

"Hog raisers for some time have contemplated an 'Eat More Pork' campaign, but they feel that other interests—including the producers of cattle and sheep—should receive an opportunity to participate, to the end that beef and mutton may be included and that the movement may become an 'Eat More Meat' campaign instead of merely an 'Eat More Pork' campaign.

"We have arrived at a point where we are ready to take action. But in accordance with the viewpoint set forth above, we desire to have a national conference of the various interests. We therefore have called a meeting to be held at the assembly room, Saddle and Sirloin Club, Union Stock Yards, Chicago, on Thursday, December 2, at 1:30 p. m. This date falls in the week of the International Livestock Exposition.

"A call to attend this meeting is being issued throughout the country to associations of cattle, sheep and swine growers. Representatives of the general press, agricultural editors, livestock exchanges, and meat packers in all parts of the United States are being asked to be present at the meeting and to co-operate in the movement.

"We respectfully request your organization to send a representative or representatives to participate in the deliberations, and to unite with us in this undertaking. It will be greatly appreciated if your representatives are given power to represent the organization in whatever action may be taken."

The livestock and meat industry is one of the very important basic industries of these United States and of the world. It, as other industries, has had its ups and downs. Just at the present time we are in a period of depression. However, this period of depression is not the direct cause for the calling of this conference. We want you to understand that in this session, and in any others which we may have, our organization wants you to feel that all interests are on a parity so far as we are concerned, and that it is your

meeting, for your particular problems in meat consumption as well as it is our meeting for our problems. We are all banded together in the common cause in this great country.

Examples of Attacks on Meat.

Our industry has received numerous attacks by various agencies, a few of which I wish to call to your attention. The attacks which I will bring to your attention are simply samples of many similar tirades hurled at us from various sources. A few of them are as follows:

"The next object of attack by the terrible army of progress," says a syndicated editorial article which recently came to the attention of millions of readers, "will be meat."

The warning is belated, for the "terrible army," composed of distributors of non-meat foods and sundry faddists, has long been waging a widespread propaganda against meat.

The consumer at every turn meets with exhortations to decrease his consumption of beef, pork, and mutton, and change to substitute foods alleged to be richer in nutritive or energy value. Advertisements and articles are scattered broadcast to foster the impression that a bowl of cereal, a bottle of milk, a dish of beans, a pound of butter, or a dozen of eggs are the equivalent of many pounds of meat.

Meat Substitute Purveyors Behind It.

This propaganda, for the most part, centers around substitutes for meat, although a part of it is circulated by theorists and enthusiasts of one sort and another, ranging from the outright vegetarian to the patent medicine vendor who insists that meat is the cause of rheumatism and myriad other diseases.

The chief critics of meat are certain distributors of milk and dairy products, vegetable oils and cereals. In numerous instances advertising material and literature issued by distributors of these products attempt, by arguments which are unfair, to increase the consumption of their particular foods by decreasing the consumption of other necessary foods.

In many cases a comparison of food values is made, but frequently the comparison is based on a single food element in which the non-meat product happens to be superior.

For example, a pound of butter is said to be the equivalent in energy value of several pounds of meat. Such a comparison entirely ignores the fact that the energy value of a given food is not in any sense a complete test, or even the most important test, of its merit.

Unjust Comparison with Butter.

The comparison is unjust, moreover, because of the fact that butter is used primarily as a fat, which is only one of the several valuable elements of meat. The protein in meat, for instance, the quantity of which in nearly every cut of beef, pork, and mutton is from twelve to twenty times as great as the quantity in butter, is ignored. And protein is one of the most important constituents of our food.

Another unfair comparison is made by the manufacturer of a certain vegetable who advertises that his product "served in place of meat will save some 65 per cent." This canned vegetable, although it contains a large percentage of carbohydrates, is deficient in fat and contains only about one-third as much protein as the average cut of meat.

Other examples of propaganda directed against meat are numerous. A bulletin issued by a state university co-operating with the United States Department of Agriculture makes the statement that "the substitution of milk for meat in the diet . . . tends to improve the health of the consumer." Another bulletin issued by an agricultural college co-operating with the Department of Agriculture is entitled "Cutting the Meat Bills with Milk." This bulletin advocates the frequent substitution of milk for meat in the diet.

Government Aids These Attacks.

The United States Department of Agriculture itself has issued certain material which may have the effect of reducing meat consumption. In a leaflet, "Milk for the Family," issued by the dairy division, the statement is made that "the diet of many American families consists too largely of meat, potatoes, white bread and coffee."

The dairy division, moreover, offers to co-operate with communities desiring to put on a campaign to increase the consumption of milk by lending assistance in planning the campaign, and by contributing literature, exhibits, and some personal assistance, if desired.

It is hoped that the Bureau of Animal Industry and appropriate divisions of the Department of Agriculture will follow the precedent already set, and co-operate in the movement to promote wider and wiser use of meat. If the readers of this pamphlet will give the Department of Agriculture their views on the importance of this movement to the livestock and meat industry, it may be helpful.

Livestock Producers Are Affected.

These attacks upon the economy and food value of meat, taken in conjunction with the fact that, with the exception of a very few years, the per capita consumption of meat in the United States has been decreasing, are of utmost concern to livestock producers. Unless anti-meat propaganda is met with pro-meat propaganda, per capita consumption in this country may continue to decline, with unfavorable results to the entire livestock industry.

If any examples of unfair propaganda tending to decrease meat consumption have come to the attention of any producer or other interested person, we shall appreciate hearing about it. Producers who discover such propaganda also should enter a protest to the source from which it came.

The National Swine Growers' Association, recognizing the necessity of taking steps to promote increased consumption of meat, and to counteract the insidious, widespread propaganda to decrease meat consumption, has called this national conference of livestock and meat interests to bring before it this matter, with the hope that some action may be taken to place meat consumption in its proper place and light.

The presiding officer first called upon President Everett C. Brown of the National Livestock Exchange to set forth the attitude of livestock producing interests as interpreted through their selling agents, the commission men. Mr. Brown's address was an exhaustive review of the whole problem, and included a survey of the means necessary to remedy it. He said:

Speaking for the Producer.

Mr. Chairman and Gentlemen:

It is unnecessary for me to say that I am glad to be here with you. Even if I did not welcome, as I do, this opportunity to meet in conference representatives of the livestock producers and of the meat packing industry, it is obvious that purely selfish reasons would impel my presence here today.

The National Live Stock Exchange is made up of those who sell meat animals raised by the farmer. If meat consumption decreases, the farmer produces fewer hogs, cattle and sheep; and if the farmer cuts down his production, there are fewer animals to be shipped and fewer animals to be sold. Conversely, if the people eat more meat, the commission firm has an opportunity to carry on a greater business and to render service on a larger scale.

Producer is the Chief Sufferer.

Primarily this is a producer's problem, for while each of us will suffer a reduction of business, income or profits, the producer must necessarily bear the brunt of

reduced consumption. I have long advocated and have persistently urged the producers to follow their animals through the abattoirs so as to better understand: first, the dressed value of the meat produced from their livestock, and, second, to better understand and appreciate the other fellow's problem.

However scientific the packer may be, and however efficiently his well-assembled machine may operate, his science and skill avail him naught if his trade outlet is barred by any reason. Not a packer could long survive such a condition, and one day's maximum kill would pack the coolers to overflowing. Therefore, I repeat, it is essential to the prosperity of all of us—and particularly the producer—that our business channels be kept open and in constant use.

Meat Needs a Champion.

Mr. Carmichael's very interesting survey of the anti-meat propaganda must have impressed all of us with the seriousness and the difficulty of the task which this conference was called to undertake.

Almost every food except meat has its champions. It is true that the National Live Stock Exchange, the Institute of American Meat Packers, the American Farm Bureau Federation, the agricultural press and other agencies have done much toward giving the public a better idea of the services performed in producing and selling livestock and in dressing and marketing meat. But meat itself—meat as a food—has lacked a sufficiently lusty champion.

On the other hand, cereal manufacturers have told the consumer he could eat a bowl of double-refined cornstarks and get as much nourishment as he would receive from a carcass of beef—more or less! Rice has its advocates. Milk is ably represented. Baked beans are marching along to the tune of spread-eagle advertising, and even the seagoing whale and the famous steeds of Santa Claus have choirs singing their glories as substitutes for beef, pork and mutton.

If the mercenary championship of minor foods seems to have progressed so far as to become humorous, let us also remember that it has progressed so far as to become serious.

Blow at One Is Blow at All.

And it is serious to every group represented here. An unfair attack on meat is not only a blow at the butcher; it is also a blow which falls on the packer, the commission firm, the feeder and the producer.

That is what we must realize if we are to accomplish anything worth while as a result of this meeting. We must remember that so far as the fortunes of meat are concerned we are all parts of one industry. Too often in the past, when we faced a specific problem common to all of us, we sought to solve it, not by attacking the problem itself, but by attacking one another.

I do not say this in a spirit of criticism or with the intent of passing judgment on the merits of any question which has been at issue between retailer and packer, packer and commission man, or commission man and producer.

But I do mean to say that the particular matter which Mr. Carmichael has asked me to discuss constitutes a problem affecting all of us. If it is not solved, it will continue to do injury to each group represented here; and if it is solved, it will bring benefits equally to every factor in the meat and livestock industry—to all of those whom we variously represent.

Let us quarrel among ourselves, if we must, about other matters, but when meat itself is unfairly attacked let us show a united front to the enemy. This is not merely common sense; it is absolutely necessary. With the critics of meat proceeding so vigorously, the only way in which we can successfully stimulate the consumption of meat is for all of us to

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Conference on Live Stock Price Fluctuation

At a dinner given by the National Live Stock Exchange in the Stock Yards Inn, Union Stock Yards, Chicago, on Tuesday, November 30, the first general conference between producers, market interests and packers on the matter of preventing violent livestock price fluctuations was held.

President Everett C. Brown presided, and explained that a special committee composed of representatives of the livestock exchanges and the Institute of American Meat Packers had been appointed some weeks ago, following the conference of October 22, and that the committee had met several times in an effort to find some plan to prevent the wide market swings of livestock prices conceded to be the principal cause of the complaints of producers.

The special committee consisted of the following: For the Exchanges:—Everett C. Brown, T. W. Jerrems, Emil Ingwersen, S. Bruce Stafford and M. Greenwald. For the Institute of American Meat Packers:—Thomas E. Wilson, F. Edson White, C. H. Swift, L. H. Heymann, Jas. S. Agar and F. W. Waddell.

The committee had failed to reach an agreement upon any concrete plan, but were agreed that the chief cause of the trouble was in the varying receipts. If receipts should be so regulated as to prevent record runs when only a normal supply was needed, much if not all trouble would be cured.

J. H. Mercer, of the Kansas Livestock Association, told of his work with the committee of fifteen, and how, after the discontinuance of that committee, his association had gone along with the work and with the whole-hearted co-operation of the packers, who were at all times disposed to place their cards on the table. He urged that some action should be immediately taken, and predicted ruin for the producers unless relief is granted.

Wilson Pleads for Confidence.

Thomas E. Wilson expressed the opinion that the one thing essential to the success of the plan was for the producers and packers to have confidence in each other. He pledged the aid of the packers in making effective any plan thought beneficial to the industry.

C. H. Swift told of recent cases where Swift & Company continued buying after their needs were reasonably supplied, only to find their outlet for beef practically closed by reason of decreased demands.

Lieut. Governor McLain of Pennsylvania detailed the result of his investigations in connection with food administration work in his state, and claimed the cause of decreased consumption was the present system of retailing.

F. Edson White of Armour & Co. expressed a desire to co-operate in any plan that would tend to remedy the conditions, which he frankly stated was just as unsatisfactory to the packer as to the producer. His company, he said, is losing money on every bullock slaughtered at present, and this condition could not continue indefinitely.

Other producers spoke of the situation as viewed by their organizations, and

pledged their support to any plan thought helpful. Without exception they expressed the view that more good could be accomplished by conferring with each party interested than by continually fighting each other.

Melville A. Traylor, president of the First Trust and Savings Bank of Chicago, pointed out that livestock was the only product of the farm that had a cash market today. He cited various other commodities, such as cotton, on which trading was at a standstill.

Plan Proposed by Texas Man.

T. W. Slack, president of the North Texas Trust Company, of Ft. Worth, Texas, and known throughout the cattle country as "Tom" Slack, presented a plan for controlling receipts similar to the plans used by California fruit shippers. This provided for an elaborate system of collecting and disseminating market information, distribution of cars and provided briefly that—

1—The packers would disclose their

needs as to each market several days in advance.

2—Shipments to supply this demand would be allocated to subscribers.

3—These shipments would be recorded upon arrival and yarded in a special division of the yards.

4—The packer would look over and buy his requirements out of the authorized or "permit" shipments first before going to the general receipts division.

5—The Bureau would be supported by the collection of an agreed tax per head.

The ensuing discussion showed the plan met with instant favor, although it would perhaps require some finishing touches before it could be put in practical operation.

Before adjournment a motion was made and carried directing Chairman Brown to head a committee for the purpose of putting the plan before J. R. Howard, president of the American Farm Bureau Federation. Failing to get the endorsement of the farm bureau, other meetings will doubtless be called in an effort to get approval of the livestock organizations.

Wholesale Meat Prices Continue to Fall

Pork prices—at wholesale—are now down to pre-war levels, and wholesale beef prices have continued to fall in recent months. In its monthly statement on the meat and livestock situation for November the Institute of American Meat Packers calls attention to these facts, as well as to the misfortune to livestock producers resulting from these declines.

The statement says:

Wholesale prices of pork, continuing their decline, have now fallen to the levels prevailing on April 1, 1917, before the United States entered the war.

The wholesale price of carcass beef during the last week ending in November was about 9 per cent lower than on October 1 and 17 per cent lower than on September 1, 1920.

Although prices of meat and livestock showed substantial declines long before the downward trend in other commodities, the recent and current declines in general commodity values have affected further the quotations for meat and livestock.

These declines are an especial misfortune for producers, whose meat animals were raised on relatively high-priced materials.

Pork.

During November the wholesale price of light pork loins declined about 27 per cent. The wholesale price of these loins on November 29 was about 45 per cent lower than on October 1 last. Other declines on November 29, as compared with October 1, 1920, are approximately as follows: Smoked hams, 33 per cent; fancy breakfast bacon, 15 per cent; standard breakfast bacon, 25 per cent; fresh skinned shoulders, 30 per cent; heavy loins (weighing fourteen to twenty pounds) 48 per cent; lard, 10 per cent; dry salt bellies, 20 per cent; "green" hams (hams before curing), 47 per cent; "green" bellies, 35 per cent.

During November alone the price of light loins declined 27 per cent; heavy loins, 28 per cent; smoked hams (weighing from 14 to 16 pounds, 22 per cent;

standard bacon of medium weight, 16 per cent; skinned pork shoulders, 20 per cent; lard, 6 per cent; dry salt bellies, 10 per cent.

The export demand was stagnant, a stagnation caused largely by the disturbance in foreign exchange values. Foreign buyers also were influenced somewhat, no doubt, by the general downward trend of commodity prices, preferring to hold back their orders, perhaps, in the hope of lower prices in the future.

Hogs.

The break in the price of hogs unsettled both the hog market and the pork trade. Packers had not anticipated that the declining trend of grain and commodity prices would affect meat and live stock values with such suddenness. Pork products made from higher-priced hogs and put into cure had to be sold at new and lower levels, and hogs fed on higher priced corn were marketed at prices influenced somewhat by current grain and commodity markets.

Cattle and Beef.

There was a fairly healthy dressed beef trade during the first half of the month, but largely increased supplies of live cattle and dressed beef on the market during the latter half have over-supplied the demand. This fact, combined with mild weather and considerable poultry on the market during Thanksgiving week, has resulted in lower wholesale prices for dressed beef, coupled with very slow trade.

The wholesale price of carcass beef during the last week in November represents:

A decline since September 1, 1920, of 17 per cent.

A decline since October 1, 1920, of 9 per cent.

A decline since November 1, 1920, of 2 per cent.

Lower prices of fresh pork may have had some effect on the wholesale selling price of dressed beef. Persons in the trade are reluctant to say whether or not the bottom of prices has been reached. They state that this will depend upon the supply of beef which goes on the market, which in turn depends to a considerable extent on general conditions—conditions

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Livestock Exposition Is Better Than Ever

Attention of livestock interests from all over the world has been centered during the past week on the International Livestock Exposition, held at the Union Stock Yards, Chicago. The show this year has been the largest and most successful since the initial exposition, twenty-one years ago. Every year sees greater interest, keener competition and a better quality of stock, and the value of this exposition to the livestock industry of our country can hardly be over-estimated. It has probably done more than any other one thing during the past twenty years toward producing the blocky form, the high dressing percentage, the firm, well marbled flesh, and the other qualities that are so highly desired in the beef, pork or mutton carcass.

Entries in the fat steer class were numerous and were fully up to the standard of any previous show. Inferior animals were almost a minus quantity and all breeds were very creditably represented. Competition was no less keen in the carlot classes and the high quality of many of the carlots gave evidence of the great care used in their selection and the weeks of painstaking effort required to put on the desired finish.

The breeding classes were beyond a doubt the outstanding feature of the show. Never before were so many animals of really first-class calibre entered into competition under the same roof. Canada, Great Britain, and a number of other foreign countries were represented. A comparison of the animals shown this year with the champions of twenty or even ten years ago, would give a good idea of what has been accomplished in that time in the way of improving our meat animals.

The exhibit of fat barrows was particularly good, both from the standpoint of finish and the standpoint of weight for age. Breeding classes were not featured as strongly in the swine department, but interest ran high in the fat barrow classes.

The sheep division was represented by the usual number of excellent animals and it held the interest of a large number of breeders, feeders and other sheep-men.

The preliminaries began Friday, November 26, with the junior judging contest, in which the team from Georgia captured first place. Eleven states were represented in the contest. The three boys comprising the Georgia team scored 998 points out of a possible 1,350 in placing classes of horses, cattle and hogs. The Michigan team took second place with a score of 965 points, and the boys from Iowa placed third with 928 points.

The show opened officially on Saturday with the collegiate judging contest, which was won by Purdue University, the team from this school scoring 3,796 points. Twenty-one colleges were represented, each having a team of five men. Second place went to the University of Nebraska team, which scored 3,705 points, and third place to Iowa State College, with 3,653 points. The Purdue team was coached by Prof. W. W. Smith.

On Saturday evening, at the opening performance of the horse show, Edward Morris, president of Morris & Company, carried off the blue ribbon in the combination harness and saddle class with his bay mare, Rexe Rene.

Judging of the fat steer classes began on Monday morning, with Walter Biggar, of Dalbeattie, Scotland, as judge. Here the honors were again carried off by Purdue, on Black Ruler, a pure-bred Aberdeen Angus steer, who was declared grand champion of the show. Woodford Don, a Hereford steer owned by E. H. Taylor, Jr., Frankfort, Ky., was chosen reserve champion.

In the carlot section, both the grand and reserve championships were won by Ed P. Hall, a veteran feeder and showman of Sangamon county, Ill. Mr. Hall was awarded grand championship on a carload of 1,100-pound Aberdeen Angus yearlings. His load of two-year-olds of the same age took first prize in their class and were chosen reserve champions of the show.

Grand championship in the fat barrow section went to Iowa State College on a 15-months-old Chester White barrow. The grand champion pen was awarded to Oklahoma A. and M. College on five Poland China barrows, 15 to 18 months of age.

In the fat sheep division, J. C. Andrew won grand championship on a Southdown yearling wether. The reserve grand championship was awarded to a yearling medium wool grade wether, owned by Ohio State University.

Evenings were devoted to the horse show, which was as big a success as the rest of the exposition. On Tuesday evening Wilson & Company took both first and second prize in the class of draft teams shown to wagons. The team entered by Swift & Company placed fourth. The girls' band of Armour & Company was a pleasing feature of the evening show. They rendered several selections and received a hearty round of applause.

One of the most interesting of the exhibits held in connection with the show was the one conducted by the Committee on Bruised Livestock of the Institute of American Meat Packers. Two sides of beef were on display, one showing the results of bruising in driving or shipping, and the other illustrating the quality of meat produced under ideal conditions. The exhibit attracted wide attention among all the visitors to the show.

Black Ruler, the grand champion steer of the show, was sold at auction Thursday morning. Wilson & Company were the buyers and the purchase price was \$1.75 per pound. This is the lowest price paid in many years for a grand champion. Last year's champion brought \$2.62 per pound.

The grand champion carlot of steers were bought by Armour & Company for the Congress Hotel at a price of \$30 per hundred pounds. The reserve champion carlot brought \$20.75. Eight loads of two-year-olds passed through the ring Thursday morning at an average price of \$18.81. Nine loads of yearlings, exclusive of the champions, averaged \$18.77.

The carlots of hogs were sold Thursday afternoon. The grand champion load of Hampshire barrows, fed by J. M. Ballard, sold to Swift & Company for \$15 per hundred.

Many important meetings have been held during the week. The International Livestock Association re-elected all of its officers and directors. The officers re-named are: C. F. Curtiss, Ames, Iowa, president; Alvin H. Sanders, Chicago, vice-president; R. R. Ogilvie, Chicago, vice-president; O. T. Henkle, Chicago, treasurer; B. H. Heide, Chicago, secretary and general superintendent. Gov. Frank O. Lowden was among the directors re-elected. He was a charter member of the show.

SANITARY OFFICIALS MEET.

The fourth annual conference of livestock sanitary officials and other interests in the eradication of bovine tuberculosis, met Monday evening, November 29, at the

Saddle and Sirolo Club, Union Stock Yards, Chicago. The meeting was favored with the largest attendance ever recorded. A beefsteak dinner was given by the Chicago Livestock Exchange in honor of the conference officials. S. Bruce Stafford, president of the exchange, made a short talk and Everett C. Brown, president of the National Live Stock Exchange, acting as toastmaster, gave statistics on the losses caused by the disease, and the saving that can be made by cleaning up infected herds.

Thomas E. Wilson, president of Wilson & Company, was one of the speakers. Mr. Wilson stated that he believed stamping out the plague to be one of the greatest duties of stockmen and sanitary officials. He described a test which was conducted in his own herds under his supervision, with the object of helping to eradicate tuberculosis.

A number of other speakers were on the program, among whom were H. R. Smith, sanitary commissioner of the Chicago exchange, and Dr. John R. Mohler, head of the Bureau of Animal Industry of the United States Department of Agriculture.

DEMURRAGE RULE SUSPENDED.

The Interstate Commerce Commission this week issued an order suspending for 120 days the proposed increase in demurrage charges which the railroads had attempted to make effective December 1st. These increases had been agreed to by the National Industrial Traffic League, but the Institute of American Meat Packers led a fight against them when the roads attempted to put them over without the customary 30 days' notice. The Commission denied the request of the roads to put them in force at once, and has now suspended them until March 1, 1921. Meanwhile the case will be set for hearing before the Interstate Commerce Commission and will be tried on its merits.

The roads proposed to increase demurrage charges a dollar a day for the first seven days, and five dollars a day for every day thereafter. Packers in opposing the increases claimed that shippers had been bearing more than their share of readjustment costs without corresponding reciprocity from the carriers in the way of improved service; that alleged detention figures quoted by the carriers were based on antiquated statistics, and do not disclose true facts as they exist; that subnormal and crippled yard service throughout the country, together with bunched deliveries, account for much of the detention actually chargeable to the carriers, but for which the shippers of the country would be penalized under the proposed increases; that no emergency necessitates even the temporary application of the proposed rates; that they would not result in the addition of a single car; that shippers feel existing demurrage tariffs are inadequate; and that the new rates, if permitted by the Interstate Commerce Commission, would simply result in shippers and the public generally having to bear the expense of delays over which they have no control and which, as a matter of fact, are brought about by the carriers themselves.

To Force Sale of Packers' Yard Interests

Attorney General Palmer has presented a new plan for the disposition of the stock yards interests held by big packers, which is an entirely new departure from the decree prepared by him last December, and which was agreed to by the packers. The plan, which is that of the Federal Trade Commission, provides for the appointment by the court of trustees to take over the stock yards and terminal road stock of the packers, control it and sell it.

As seen by officials of several companies, this plan would amount to nothing less than confiscation, since a forced sale would greatly reduce the market value. To place the yards in the hands of such "trustees," which means in plain language political appointees, would be a long step toward government ownership.

In the decree of last December the packers agreed to dispose of their holdings in stock yards and terminal railroads, and to cease to handle side lines such as vegetables and fruit, confining their business wholly to meat and meat products. The government claimed at that time that the packers were attempting to control meat substitutes and other foods.

Mr. Palmer agreed to a settlement as set forth in the decree, saying that it would "restore freedom of competition and individual initiative." Now he demands the acceptance of a plan which is a complete abrogation of the decree agreed upon last December.

Objections were filed to each of the plans submitted by the several packers for the disposal of their interests in the stock yards, with the exception of the Cudahy plan, which has been held under consideration for another week.

Adopts Trade Commission Plan.

Isidor J. Kresel, special assistant attorney general in the packers' case, notified the court that on December 14 the Department of Justice would ask for the appointment of trustees to sell the packers' stock yards and terminal properties, as recommended by the Federal Trade Commission in a report filed with the attorney general's objections to pending plans of the packers.

The trustees which the Federal Trade Commission suggested should number from three to five, would be appointed by the court, which would determine their compensation. The packers would be forced to deliver to the trustees evidences of stock ownership in stock yards, stock yard railroads, and stock yard market journals, these to be disposed of inside of two years.

The trustees, who would report to the court every three months for instruction, would be selected from groups of nominees suggested by the Interstate Commerce Commission, other governmental agencies, and agricultural organizations, and by the packers themselves. All books and papers of the packers would be available to the trustees, including evidence of ownership by the packers' families. Opportunity to purchase the stock would be given to interests entirely divorced from the packers and affiliated interests, but particularly to local interests in stock yard management.

The most emphatic objection of the attorney general was directed against the proposal of the packers to organize a holding company, known as the Chicago Stock-

yards Company of Maine, to take over the seven principal stock yards of the country and operate them under a twenty year lease. He objected also to the connection of F. H. Prince & Company of Boston with the plan and asked for their virtual elimination from the program.

The objection of the government to the Morris plan of compliance was that it proposes to assign all holdings to a trust company, named by the court, and the Morris interests to have five years in which to dispose of the holdings. The government contended that this plan is not in accordance with the decree, and that the present owners retain the right to fix the price at which the securities can be sold. The court, it was pointed out, does not have the right to say what constitutes a fair price.

Unfortunate for Everybody.

Objections of the attorney general to the plan were declared to be without merit by Edward Morris, president of Morris & Company. Mr. Morris said:

"It has not been my privilege to see the new plan suggested by the attorney general for the disposition of packer holdings in the stock yards and stock yard terminals under this decree, but, according to press dispatches, the plan goes far beyond the decree itself—in fact, it is a new deal altogether. If this is correct it is most unfortunate for the public generally, and especially the producers, because this decree was the result of months of work and conferences and should now be given a chance to function.

"In testifying before the senate committee, with reference to this decree, the attorney general himself said: 'I would like to see this decree tried out. I believe this is a great, long step forward. I think it will do great good.'

"We want to dispose of this matter in good faith, according to the decree entered. We stand by our plan as meeting every requirement of that decree. We sincerely hope that this situation will not be muddled by something being injected that is radically outside of and contrary to the decree itself."

INSURANCE ON STOCK SHIPMENTS.

Cases have recently come to light where insurance charges have been made on livestock which was being fed in transit. Charges of this kind are unlawful and should not be paid by the shipper or consignee. The Institute of American Meat Packers has issued the following bulletin on this subject:

One of our Eastern members calls attention to the fact that on livestock moving to his plant from Western markets, fed en route at the Cincinnati Union Stock Yards, he has been assessed and has paid an insurance charge, presumably to cover the insurance of the stock while it was being fed in compliance with the twenty-eight hour law.

There are doubtless other members who are being subjected to this charge, not only on shipments being fed at Cincinnati, but at other public market yards.

The collection of a charge of this character on shipments in transit, as differentiated from shipments held in the destination yards, is clearly unlawful and should, under no circumstances, be paid by the shipper or consignee. If the carrier elects to insure stock in its possession it must assume the cost thereof.

Claims to cover the amounts already paid should be prepared and filed immediately against the collecting carrier, and notice should also be served upon them to the effect that no further payments will be made. Also please bring to our attention any cases where they persist in this practice.

UNJUST LOADING CHARGES.

A complaint filed with the Interstate Commerce Commission on November 17, makes practically all Class 1 carriers of the country parties defendant, and is officially known as the Omaha Packing Company et al. vs. The Atchison, Topeka & Santa Fe Railway Company et al.

The complaint sets out that complainants have been required to assume the cost of loading and unloading shipments of ordinary livestock moving in transit to their abattoirs, although shipments moving to public livestock markets are not subjected to such charges.

It is claimed that these conditions result in complainants paying rates which were and are unjust and unreasonable, and that the practice of forcing them to assume the cost of the loading and unloading while not assessing shipments to public markets is unjustly discriminatory.

The Transportation Act of 1920 amended Section 15 of the Interstate Commerce Act, by including a paragraph providing that transportation wholly by railroad of ordinary livestock in carload lots destined to or received at public stock yards shall include all necessary service of unloading and reloading en route, delivery at public stock yards of inbound shipments into suitable pens, and receipt and loading at such yards of outbound shipments.

Complainants' contention is to the effect that the law prescribes what the rate on ordinary livestock shall be when destined to public markets and that it is unlawful to charge other shippers any amount in excess of that rate.

PACKERS' TRAFFIC MATTERS.

A petition for rehearing of the case of Birmingham Packing Company v. Director-General of Railroads et al., has been filed for complainant before the Interstate Commerce Commission. The commission found rates and classification ratings on carload shipments of meats and packing-house products from Birmingham to points in Ohio, New York, Pennsylvania, New Jersey, Massachusetts, Rhode Island, Virginia and the District of Columbia not unreasonable, except to the extent that the rates on fresh meat, carloads, from Birmingham to Ohio river crossings and points north exceeded those contemporaneously in effect from Andalusia, Ala. Reparation was denied for want of proof of damage.

The petition alleges various misconstructions of the testimony offered and asks that the case be reopened for further evidence and proof of damage.

DOMESTIC BILL OF LADING CASE.

The Interstate Commerce Commission has announced the reopening of the bill of lading case (Docket 4844) so far as it pertains to domestic bills of lading. The first hearing will be held in Chicago, Thursday, December 16, 1920.

The export bill of lading has already been the subject of some consideration, and several hearings were held at different points. At the Chicago hearing Commissioner Wooley announced that the commission would render its decision with respect to domestic ladings without taking additional testimony.

PRACTICAL POINTS FOR THE TRADE

EXPERT ADVICE.

Answers to questions appearing on this page are prepared with the advice and assistance of the Committee on Packinghouse Practice of the Institute of American Meat Packers. This committee comprises Myrick D. Harding, general superintendent Armour & Company; W. B. Farris, general superintendent Morris & Company; Jacob Moog, vice-president Wilson & Company; F. J. Gardner, general superintendent Swift & Company; John Robertson, general superintendent Miller & Hart; Arthur Cushman, general superintendent Allied Packers, Inc.; Geo. M. Foster, general superintendent John Morrell & Co., Sioux Falls, S. D., and J. J. Cuff, general manager Jacob Dold Packing Co., Buffalo, N. Y.

Readers are invited to submit questions concerning any feature of packinghouse practice on which they desire information or assistance. Criticism or suggestions concerning any matter here discussed are also invited, and will be given careful attention.

COMPOUND LARD MANUFACTURE.

We have received the following inquiries from a reader in Virginia:

Editor The National Provisioner:

What is the most up-to-date formula for making compound lard? What formulae are most generally used in making shortening from oil, especially cotton seed oil?

What machinery is necessary? What form of heat, if any, is used?

The best formula used to suit the trade for summer is 16 per cent oleo stearine and 84 per cent cottonseed oil. For the winter months 14 per cent oleo stearine and 86 per cent cottonseed oil is used.

The formula generally used for vegetable shortening is 88 per cent cottonseed oil and 12 per cent hardened cottonseed oil.

Machinery necessary is as follows:

One bleaching tank to bleach oil and stearine.

Two filter presses—one for bleached oil and one for bleached stearine.

One mixing tank to mix oil and stearine. Deodorizers to deodorize the oil.

Receiving tank, for finished or deodorized oil.

Pump for filter and deodorizer.

Rolls for chilling.

The form of heat is open steam. To bleach oil you must heat it up to 210°, and oleo stearine up to 180° Fahr.

able room that he may happen to have; and then many of them build their packs 6½ feet high.

With reference to resalting hides, these never should be resalted. They should be put down in a temperature around 50 to 65°, thoroughly salted with good clean rock salt at time of putting down. The salt should be lightly spread over every part of the hide. Extreme care should be used to see that flesh does not come in contact with flesh, and that the salt is spread so evenly that it keeps the hide from slipping.

PACKING AND SALTING HIDES.

A packer in Tennessee writes as follows:

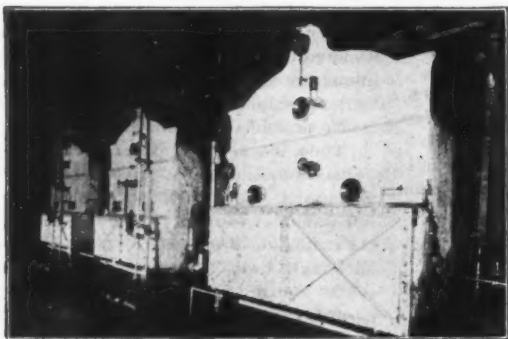
Editor The National Provisioner:

We would like very much to get some information with reference to packing hides; how high to pack, if you would advise resalting, and how often.

In this connection it is always advisable to keep your hide packs well under 4½ feet in height. It is not always convenient to do this, however, and there is no particular objection from the standpoint of curing, but there is considerable objection from the standpoint of shrink, as the higher you build your hide pack above 4½ feet the more shrinkage you will have on your hides. But sometimes a packer is forced to sacrifice something on shrinkage in order to hold his hides in the avail-

FRANCE SHUTS OUT FROZEN MEATS.

Importation of refrigerated meats into France or Algeria is prohibited, except under license from the Ministry of Finance, by a decree issued November 19, 1920. Applications for import permits must specify the nature of the meats, the origin, the date of slaughter, tonnage, ports of embarkation and debarkation, maximum selling price c. i. f. at French port or out of bonded warehouse. The under secretary for ravitaillement (provisioning) will establish bi-monthly maximum wholesale price for meat, from which retail prices will be fixed. Operators of cold storage warehouses having a capacity of about 500 cubic meters must render a bi-monthly account of the stocks of food-stuffs contained therein.



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ence.

IN THE INTEREST OF MEAT.

A conference of all those elements in-
terested in the production and marketing
of meat, held at Chicago during livestock
show week, gives promise of great things
for the future. Called for the purpose of
uniting in the defense of the food product
in which they are interested from hostile
attack, and to inform the consumer more
fully as to the value of meat, it promises
to do more than that. If it shall accom-
plish what has thus far seemed impossible
of achievement—the bringing together of
all these elements in friendly understand-
ing and loyal co-operation—it will have
achieved a result of far-reaching impor-
tance, of value even beyond the specific
objects for which the conference was
called.

The meeting was attended by livestock
and commission interests, packers and
other meat representatives, and at least
one organization of retail meat dealers
telegraphed its approval and offer of co-
operation. Absence of antagonism was the
notable feature of the conference. All

were agreed that the good name of meat
as a food product should be upheld. Pres-
ident Thomas E. Wilson of the Institute
of American Meat Packers insisted that
no extraneous issues should be injected
into the proceedings, as has been the case
so often in the past. The defense of meat
was an issue on which all could unite.

Representing the livestock commission
interests, and speaking through them for
the producer, Everett C. Brown summed
up the situation admirably when he said:
"If we are going to convince the con-
sumer of the full merits of meat and per-
suade him to eat more of it, we must
make it easy for him to buy meat wisely,
to cook it properly and to get the most
out of it. We must interest him in meat,
and make him an advocate of meat. We
must iron out all trade practices—whether
on the part of the retailer, the packer, the
commission firm or the producer—which
tend to set up dissatisfactions that can in
any way be interpreted by the consumer
adversely to meat."

Livestock raisers present supported this
expression of intent. It was evident from
their earnestness that they are whole-
hearted in their support of the movement.
Some of them sustained the indictment of
the retail meat dealer made by Mr. Brown,
and Prof. Mumford was earnest in his ad-
vice that no course of action be taken
which would commit the conference to ap-
proval of existing high retail meat prices.
In his mind the problem was "how to
produce meat at a price the public can
afford to pay."

A telegram was read from New York
retailers offering their hearty co-operation
and support. This was an indication along
the line of co-operation heretofore un-
achieved. The old tendency to accuse one
another of evil intent seems to be dis-
appearing; even Mr. Brown said he would
not accuse the retailer of intentional prof-
iteering, but rather with a lack of under-
standing of costs and charges.

With the various elements in this state
of mind, approach to a common ground
of action is possible. Education is to be
the watchword, not only education for the
consumer, but also education for those who
produce, handle and market meat animals
and their products.

Antagonism and misunderstanding here-
tofore have prevented constructive prog-
ress, and have given the enemies of meat
the opportunity they sought for. Now
that all interests have the way opened to
them for uniting in a campaign which
shall be for the benefit of the consumer
as well as to themselves, the anti-meat
propaganda which has been so rampant
will have some if not all of its teeth
pulled.

CORPORATION INCOME TAX.

Every tax levied by the government is
ultimately paid from the income of indi-
viduals, and the only just basis of income
taxation is ability to pay. R. G. Elliott,
chairman of the committee on federal
taxation of the National Association of
Credit Men, said recently in an address
before the Ohio Bankers' Association:
"The corporation income tax should be
repealed; we should stop using corpora-
tions as collection agencies, and each in-
dividual should be permitted to pay his
own income tax." It was pointed out by
Mr. Elliott that, under the present system
of taxation, citizens who are shareholders
in corporations are required to bear
greater tax burdens than their equally-
prosperous neighbors.

The corporation income tax operates on
the collective earnings of the company
and the individual income tax collects
again from each shareholder. Thus the
income derived from the holding of stock
in the company is taxed twice. It is rec-
ommended by the National Association of
Credit Men that corporation earnings
which are not paid out in dividends be
taxed at rates corresponding to those paid
by individuals or partners on their earn-
ings which remain in the business. The
income tax of shareholders in corporations
will then be proportionate to that paid by
individuals whose incomes are derived
from other sources.

No system of taxation can be successful
unless the burden of the tax is distributed
equally among the taxpayers, and the in-
come tax will not be successful unless it is
levied according to each person's ability
to pay. If one citizen is called upon to
bear a heavier tax than another, for the
reason that his income is derived from
investment in a corporation, the system of
taxation cannot be called just and will not
be a permanent success. The present sys-
tem of taxing the incomes of corporations
does not insure equity to all persons, and
it tends to discourage investment of capi-
tal in organized industry. It is believed
the law should be revised to relieve share-
holders in corporations of the unjust bur-
dens they have been called upon to bear.

The rate of tax on corporation incomes,
it is figured, could equitably be based on
the per cent of total net income for the
year which is not paid out in the form of
dividends. This would make it unneces-
sary to determine the total invested capi-
tal which has caused so much trouble
under the present law. A provision might
also be made to the effect that stockhold-
ers could elect to pay taxes individually,
just as partners do, thus insuring com-
plete equity.

TRADE GLEANINGS

The slaughter house of Peter Lauer at Charlestown, Wis., has been destroyed by fire.

The Colonial Leather Company has been incorporated at Philadelphia, Pa., with a capital of \$100,000.

The Texas Union Packing Company plans to build a packing house and stockyards at Houston, Tex.

H. M. Smucker has been appointed manager of the Pittsburgh, Pa., branch of the G. H. Hammond Company.

The Albia Packing Company is progressing rapidly with its plans for the construction of a plant at Centerville, Iowa.

A loss of \$5,000 was sustained by the Roberts Cotton Oil Company, Troy, Tenn., when their ginning plant was destroyed by fire recently.

The Kalina Soap Corporation has been organized at Buffalo, N. Y., with a capital stock of \$100,000. J. Majewski, of Buffalo, is the incorporator.

J. T. Cox has been appointed official weigher and inspector for the Interstate

Cotton Seed Crushers' Association at Oklahoma City, Okla.

Construction work has been started on an addition to the plant of the Dunlevy Packing Company, Pittsburgh, Pa., the approximate cost of which will be \$100,000.

The Pig'n Steer Packing Company has been incorporated at Spokane, Wash., with a capital of \$25,000. A. J. Clarke and W. B. Monti are the incorporators.

A new \$50,000 concern, the Miller-Rose Company, has been incorporated at La Crosse, Wis., and has opened the plant of the former Langdon-Boyd Packing Company.

George A. Hormel & Company, of Austin, Minn., will erect a \$100,000 building at Dallas, Tex., to house the salesrooms, storage plant and offices of their branch in that city.

Plant No. 2 of the Louisville Rendering Company, Louisville, Ky., has been destroyed by fire, entailing a loss of \$60,000. No insurance was carried. The plant will be rebuilt.

The Mutual By-Products Company has been incorporated at New York City to deal in slaughter house products, etc. It has a capital of \$100,000. M. M. Wallach, 961 Simpson street, New York City, is the incorporator.

The South Dakota Packing and Shipping Company, Watertown, S. D., will receive bids in the spring on the construction of a four-story reinforced concrete packing house, to contain 80,000 cubic feet of floor space.

A Thanksgiving dance was given by the Cudahy Puritan Maids Club, on Friday evening, November 26, at the Hotel Rome, Omaha, Nebr. This is one of the first functions held by the club, which was but recently organized among the young women in the office and plant of the Cudahy Packing Company.

Plans are well under way for the construction of the new Sacovalley Meat Canning and Provision packing house at Sacramento, Calif. The building is to be two stories high and will cost in the neighborhood of \$200,000. C. H. R. Theilan is manager of the company and C. C. Cuff is architect and contractor in charge of construction.

POOL TO FINANCE LIVESTOCK.

The Live Stock Finance corporation, organized on Monday with a "pool" of \$22,000,000 supplied by New York, Chicago, and Boston banks to aid the live stock industry of the country, has issued a statement outlining its plans. It points out the association cannot deal directly with individual live stock producers, but will reach them through loan committees and banks. The corporation itself cannot make loans, the statement says, because it has a capital stock of only \$1,000.

"The pool of \$22,000,000 was under-

written by banks because of the difficulties faced by stockmen in financing breeding herds," continued the statement. "None of it can be used to finance speculative purposes or for feeding."

"The corporation, with the money placed at its disposal, will purchase, at a 10 per cent rate of discount, from cattle loan companies and banks, such indorsed paper as is desired, but not to exceed the maximum engagements of the subscribing banks. When the corporation has completed its work and is dissolved, any remaining surplus will be divided among the cattle loan companies and rediscounting banks in proportion to the amount of paper purchased from them."

Representatives of cattle loan companies and banks in the chief livestock producing districts met in Chicago with officers of the Livestock Finance corporation to discuss plans for financing the industry. The country bankers approved the corporation's plans for making loans on livestock paper and stated that the money made available would result in the crisis being passed and that the industry now would have no cause for alarm.

MADE FEDERAL TRADE CHAIRMAN.

Huston Thompson, of Colorado, became chairman of the Federal Trade Commission on December 1 for a term of one year. Mr. Thompson, who was vice-chairman during the past year, succeeds to the chairmanship under the rule of the commission which provides for rotation in the office of chairman among the several commissioners. Mr. Thompson was first appointed to the commission by President Wilson in December, 1918, to fill an unexpired term, and in December, 1919, was reappointed for a full term of seven years. He served as assistant attorney-general of the United States, in charge of the court of claims branch of the Department of Justice.

CANADIAN FREIGHT PAYMENTS.

The Interstate Commerce Commission recently handed down a decision covering the question of prepayment of charges in United States currency on shipments destined to Canada. The decision points out that the Commission's jurisdiction is limited to transportation which takes place within the United States, and that they cannot undertake to pass upon the validity and propriety of the proposed rules insofar as they affect charges for transportation beyond our borders.

This proceeding is the result of a claim made by shippers, that the surplus which has accumulated in the hands of American railroads, due to the depreciation in Canadian currency with which they were paid, should be returned to the shippers. One American packer has filed a formal complaint on their Canadian shipments, for the recovery of this surplus, and the case will be set for hearing later.

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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Hogs Rally—Products Steadier—Fair Distribution—Exports Moderate—General Trade Still Handicapped.

From the low level both hogs and product have shown some recoveries, although the recoveries have not been very heavy. From a little under \$10 average hogs rallied to a little over \$10. At the low point the market was down a little over \$12.50 from the extreme high following the advance on the destablization of hogs and product prices. The movement of hogs continues quite good. Receipts are on a fairly liberal scale at Western points, and this is being reflected in the action of the hog market together with the general feeling as to apprehension of values. Hogs and hog product are some of the few things that have not gotten down to the low prices touched by other commodities. The reason for this seems to be the steady consuming demand for domestic purposes, which seems to be absorbing the supplies of product produced from week to week.

An interesting comparison of movement figures shows that for the month thus far the shipments of product from Chicago have been only 7,000,000 lbs. less of meats than a year ago with the total a little in excess of 100,000,000 lbs., although there has been a decrease of about 19,000,000 lbs. in the shipments of lard. This may be due to the falling off in the export shipments and also to the relatively low price for competing lard products, particularly compound lard and cottonseed oil.

The exports of meats for the past week were a little over 17,000,000 lbs., practically all for Great Britain, the total for the continent being only about 1,000,000 lbs. Of the exports of lard of 6,900,000 lbs., about 4,700,000 lbs. were to the continent and only a moderate proportion to England. Evidence of further buying seems to be somewhat mixed but it is evident that a fair volume of trade is working out from

week to week as reflected in the export.

The export statement just issued for the month of October and for the 10 months ending October 31st makes an extremely interesting comparison, particularly as regards the exports of hog products. The exports of beef products have decreased in a most marked way, not only for the month of October, but for the season. On the other hand there has been a well maintained movement of other fats. The exports of cottonseed oil for the 10 months amount to about 52,000,000 lbs. less than a year ago.

Exports for the month of October compare as follows:

Beef, canned, lbs.	207,503	1,793,784
Value	\$72,494	\$612,766
Beef, fresh, lbs.	322,251	31,170,249
Value	\$77,051	\$6,641,997
Beef, pickled, etc., lbs.	1,995,039	3,402,422
Value	\$244,598	\$741,041
Olco oil, lbs.	10,580,065	6,810,457
Value	\$1,806,256	\$2,085,882
Bacon, lbs.	49,838,706	56,462,312
Value	\$11,642,206	\$18,293,591
Hams and shoulders, lbs.	8,787,853	13,090,972
Value	\$2,585,559	\$4,396,522
Lard, lbs.	54,173,979	41,016,518
Value	\$11,803,063	\$15,674,024
Neutral lard, lbs.	1,672,253	1,733,938
Value	\$389,311	\$631,989
Pork, pickled, lbs.	3,549,456	3,804,135
Value	\$615,181	\$997,393
Lard compounds, lbs.	2,253,640	3,134,109
Value	\$457,279	\$860,657

Comparative figures for the first ten months of 1919 and 1920 follow:

Beef, canned, lbs.	23,277,150	50,588,017
Value	\$5,671,572	\$19,490,623
Beef, fresh, lbs.	85,010,091	152,714,143
Value	\$16,872,393	\$35,203,711
Beef, pickled, etc., lbs.	21,097,592	36,492,093
Value	\$3,014,184	\$7,553,940
Olco oil, lbs.	59,933,055	92,479,876
Value	\$13,862,820	\$18,265,753
Bacon, lbs.	509,959,859	1,066,026,358
Value	\$126,727,542	\$339,170,765
Hams and shoulders, lbs.	159,557,112	564,267,081
Value	\$43,733,190	\$180,243,974
Lard, lbs.	464,853,550	655,149,550
Value	\$110,551,935	\$206,667,427
Neutral lard, lbs.	20,937,566	21,892,468
Value	\$5,236,154	\$7,367,570
Pork, pickled, lbs.	35,519,508	25,053,629
Value	\$6,707,780	\$6,529,886
Lard compounds, lbs.	24,068,593	119,680,741
Value	\$5,797,600	\$30,166,691

The question of the hog movement is one of most pronounced importance at present and will be for the coming winter. On the basis of the private estimates of the total number of hogs in the country, the total as of January 1st should show a decrease and there should also be a decrease in cattle. On the basis of the Government reports referred to a short time ago, the

total number of hogs in the country should be very large, but this undoubtedly refers to the number on the farm and killed on the farm, although there have apparently been no figures in previous years that would indicate a total number as large as that pointed to by the Government statement of last month. Investigation by the Food Administration made the total inspected and non-inspected and country slaughter in 1918 only 70,159,000 for the year, to which of course must be added the number of stock hogs carried over for breeding purposes.

A comparison of the number of livestock in the country compared with the period just prior to the war and compared with the growth of the population would seem to indicate that there has been an increase in the total number of livestock of a larger percentage than the increase in the population. If such is the case the influence of this larger supply should be felt in the accumulation in stocks, but on the other hand there is an increase in the apparent consumption of product which has a very distinct bearing on the situation and has been reflected into the movement of stocks during the past two months, notwithstanding the disorganizing effect of the readjustment downward of commodity prices and the increasing unemployment.

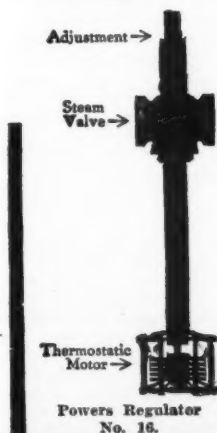
PORK.—The market was very quiet but steady. At New York mess was quoted at \$30@31 family \$44@49, short clears \$28@43. At Chicago mess was quotable around \$25.

LARD.—The market was very quiet but was steady. The sharp reduction in Western lard stocks during the month brought about a firmer feeling. At New York prime Western was quoted at 18.10@18.20, Middle Western 17.95@18.20, New York City 17c nominal, refined to the continent 21c. South America 31½, Brazil kegs 22½ and compound at 12½@12½ in carlots, the latter a reduction of 1c a lb. during the week. At Chicago loose lard was quoted at 16½c and leaf lard at 17½c.

BEEF.—There was little feature to the market with trade quiet. Mess was quoted at \$19@20, packet \$21@23, family \$26@28, and extra India mess \$44@46.

SEE PAGE 37 FOR LATER MARKETS.

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CHICAGO PROVISION STOCKS.

Stocks of provisions in Chicago at the close of business November 30, 1920, are reported to the Board of Trade as follows, with comparisons:

	Nov. 30, 1920.	Oct. 31, 1920.	Nov. 30, 1919.
M. pork, new, made since Oct. 1, 1920, bbls.	84	22	2,635
M. pork, made Oct. 1, 1919, to Oct. 1, 1920	2,083	5,897	20
Other kinds of barreled pork, bbls.	23,093	22,094	26,528
*P. S. lard, made since Oct. 1, 1920, lbs.	3,196,485	642,890	5,533,106
P. S. lard, made Oct. 1, 1919, to Oct. 1, 1920	1,953,949	13,658,571	7,914,949
P. S. lard, previous to Oct. 1, 1919	3,090,348	3,094,264	6,220,275
Other kinds of lard, lbs.			
Short rib sides, made since Oct. 1, 1920, lbs.	433,792	33,418	225,359
Short rib sides, made previous to Oct. 1, 1920, lbs.	265,038	1,572,910	103,677
Short clear sides, lbs.	419,922	686,090	3,287,446
Extra short clear sides, made since Oct. 1, 1920, lbs.	319,438	372,773	671,806
Extra short clear sides, made previous to Oct. 1, 1920, lbs.	11,609	151,061	182,816
Extra short rib sides, lbs.	131,800	188,448	209,489
Dry salted short fat backs, lbs.	2,615,393	3,127,545	5,250,134
Dry salted bellies, lbs.	2,359,014	2,593,871	2,589,096
Sweet pickled hams, lbs.	6,239,320	9,166,353	10,849,358
Sweet pickled skinned hams, lbs.	19,785,797	19,123,390	23,064,409
Sweet pickled bellies, lbs.	9,850,901	10,842,201	11,680,702
Sweet pickled Califf. or picnic hams, lbs., and sweet pickled Boston should., lbs.	7,873,172	6,180,954	4,539,267
Sweet pickled should., lbs.	3,600,461	3,702,925	3,811,465
Sweet pickled should., lbs.	140,146	110,620	170,547
Other cuts of meats, lbs.	12,890,179	19,956,170	29,859,219
Total cut meats, lbs.	66,934,552	76,969,299	105,494,791

*In storage tanks and tierces.

EXPORTS OF HOG PRODUCTS.

Exports of hog products from the Atlantic ports by countries of destination for the week ending November 27, 1920, are reported to The National Provisioner as follows:

	Pork, bbls.	Lard, lbs.	Meat, lbs.
Liverpool	1,527,000	5,820,000	
London	180,000	8,800,000	
Glasgow	28,000	1,363,000	
Bristol	240,000		
Germany	1,381,000	210,000	
Holland	740	3,230,000	
France	66,000	330,000	
Other continental ports	95,000	335,000	
Elsewhere	620	105,000	125,000
Total	1,390	6,852,000	17,193,060

GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from the Davidson Commission Co.)

Chicago, Dec. 1.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. avg., 16½c; 10@12 lbs. avg., 16c; 12@14 lbs. avg., 15½c; 14@16 lbs. avg., 15½c; 16@18 lbs. avg., 15½c; 18@20 lbs. avg., 15½c. Sweet pickled, 8@10 lbs. avg., 20c; 10@12 lbs. avg., 19½c; 12@14 lbs. avg., 19c; 14@16 lbs. avg., 19c; 16@18 lbs. avg., 19c; 18@20 lbs. avg., 19c.

Skinned Hams—Green, 14@16 lbs. avg., 17½c; 16@18 lbs. avg., 17½c; 18@20 lbs. avg., 17½c; 20@22 lbs. avg., 17c; 22@24 lbs. avg., 16½c. Sweet pickled, 14@16 lbs. avg., 18½c; 16@18 lbs. avg., 18½c; 18@20 lbs. avg., 18c; 20@22 lbs. avg., 17½c; 22@24 lbs. avg., 17c.

Picnic Hams—Green, 4@6 lbs. avg., 14½c; 6@8 lbs. avg., 14c; 8@10 lbs. avg., 13½c; 10@12 lbs. avg., 13c. Sweet pickled, 4@6 lbs. avg., 18½c; 6@8 lbs. avg., 18½c; 8@10 lbs. avg., 16c; 10@12 lbs. avg., 15½c.

Clear Bellies—Green, 6@8 lbs. avg., 18c; 8@10 lbs. avg., 17½c; 10@12 lbs. avg., 17c; 12@14 lbs. avg., 16½c; 14@16 lbs. avg., 16½c. Sweet pickled, 6@8 lbs. avg., 20c; 8@10 lbs. avg., 19½c; 10@12 lbs. avg., 19c; 12@14 lbs. avg., 18½c; 14@16 lbs. avg., 18c.

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, Dec. 1, 1920.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 25c; green hams, 8@10 lbs., 22c; 10@12 lbs., 21c; 12@14 lbs., 20c; green clear bellies, 8@10 lbs., 22c; 10@12 lbs., 21c; 12@14 lbs., 20c; green rib bellies, 10@12 lbs., 20c; 12@14 lbs., 19c; sweet pickled clear bellies, 6@8 lbs., 21c; 8@10 lbs., 22c; 10@12 lbs., 21c; 12@14 lbs., 20c; sweet pickled rib bellies, 10@12 lbs., 19c; 12@14 lbs., 19c; sweet pickled hams, 8@10 lbs., 22c; 10@12 lbs., 22c; 12@14 lbs., 21c; dressed hogs, 18c; city steam lard, 17c; compound, 13c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs., 21@22c; 10@12 lbs., 20@21c; 12@14 lbs., 19@20c; 14@16 lbs., 17@18c; skinned shoulders, 17c; boneless butts, 24c; Boston butts, 19c; lean trimmings, 17c; regular trimmings, 15c; spareribs, 15c; neck ribs, 4c; kidneys, 4c; tails, 8c; livers, 2c; pig tongues, 18c.

GOVERNMENT CANNED MEAT STOCKS

The total amount of "unobligated" canned meats held by the government at various army headquarters on November 15 is reported by the Institute of American Meat Packers as follows:

Bacon (crates), 133,373 lbs.; bacon (12-lb. cans), 2,491,943 lbs.; corned beef (No. 1 can), 16,766,520 lbs.; corned beef (No. 2 can), 13,024,876 lbs.; corned beef (1-lb. can), 8,083,659 lbs.; corned beef (2-lb. can), 369,565 lbs.; corned beef (6-lb. can), 1,283,785 lbs.; roast beef (1-lb. can), 3,885,314 lbs.; roast beef (2-lb. can), 7,833,040 lbs.; roast beef (6-lb. can), 764,102 lbs.; roast beef (No. 1 can), 31,081 lbs.; roast beef (No. 2 can), 46,958 lbs.; hash, corned beef (1-lb. can), 10,075,341 lbs.; hash, corned beef (2-lb. can), 12,084,413 lbs.; hash, corned beef (No. 1 can), 21,272 lbs.; hash, corned beef (No. 2 can), 8,929 lbs.; pork sausage (No. 2 can), 190,675 lbs.; Vienna sausage, 196,095 lbs.

CANADIAN MEAT EXPORTS DROP.

Exports of meat from Canada for the year ending October show a decrease compared with last year of the large total of 127,829,500 lbs. The decrease represents a value of over \$48,000,000 on the year's trade. The export figures for two years, reported by the Dominion Bureau of Statistics, are given as follows:

	Pounds.
Bacon and ham, 1919	208,906,038
Bacon and ham, 1920	148,674,000
Pork, 1919	18,002,313
Pork, 1920	4,851,200
Beef, 1919	129,944,411
Beef, 1920	85,916,000
Canned meats, 1919	11,398,393
Canned meats, 1920	980,458

There was an offset of rather less than a million dollars in the increase of "other meats" exported, a classification that includes game and poultry.

EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending Nov. 27, 1920, with comparisons:

	Week ended Nov. 27, 1920.	Week ended Nov. 27, 1919.	From Nov. 1, 1920, to Nov. 27, 1920.
Continent	863	3,862	
So. & Cent. Amer.	620	620	
West Indies	1,085	1,410	
B. N. A. Colonies	51	51	
Other countries	237	237	
Total	2,856	6,180	

	BACON AND HAMS, LBS.	
United Kingdom	11,937,500	22,593,800
Continent	885,000	8,259,400
So. & Cent. Amer.	59,247	59,247
West Indies	551,792	551,792
B. N. A. Colonies	33,340	33,340
Other countries	67,606	100,606
Total	13,540,485	32,853,200

	LARD, LBS.	
United Kingdom	1,417,000	1,959,200
Continent	561,620	2,480,544
So. & Cent. Amer.	304,300	49,000
West Indies	388,295	388,295
Other countries	34,140	36,940
Total	7,745,355	4,488,744

RECAPITULATION OF THE WEEK'S EXPORTS.

	Pork, bbls.	Bacon and hams, lbs.	Lard, lbs.
New York	2,391	4,707,485	6,537,355
Boston		5,957,000	1,140,000
Philadelphia			38,000
New Orleans	465		
Montreal		2,876,000	30,000
Total, week	2,856	13,540,485	7,745,355
Previous week	1,517	8,831,000	13,858,104
Two weeks ago	1,272	7,930,600	11,591,700
Cor. week, 1919		30,853,200	4,488,744

Comparative summary of aggregate exports in lbs., from Nov. 1, 1920, to Nov. 27, 1920:

	Nov. 1 to Nov. 27, 1920.	Nov. 1 to Nov. 27, 1919.	Decrease.
Pork	1,236,000	183,000	*1,053,000
Bacon and hams	46,844,185	103,679,600	56,835,415
Lard	43,854,550	47,742,784	3,888,225

*Increase.

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TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW.—The market was rather quiet most of the week and on Wednesday reports were current of sales of 300 drums of special loose at 7c, a decline of $\frac{1}{4}$ c from the previous sales and establishing new low levels for the season. It is understood that soapmakers were the buyers. Foreign demand is lacking and domestic consumers are only taking immediate requirements. Consumers' stocks are reported small. The firmer tone in cotton oil had little influence but there was little pressure on the break and evidence of some change in sentiment. At New York prime city was quoted at $6\frac{1}{4}$ c nominal, special loose 7c sales and edible at $9\frac{1}{4}$ c nominal. At Chicago packers' No. 1 was quoted at $6\frac{1}{4}$ @7c and edible at $9\frac{1}{4}$ @9c.

OLEO STEARINE.—The market continued dull and easy and at the season's low levels, with sales at 9c for oleo. This level was unchanged from a week ago. Consumers are showing a little more interest in the market and export inquiry was in evidence during the past week. The weakness in tallow however was against the market and offset the firmness in cotton oil. Reports were current that domestic oleo was now below the basis of French oleo and some well posted interests were inclined to look for some export buying. At New York oleo was quoted 9c sales and at Chicago rumors of sales at $8\frac{1}{2}$ c.

SEE PAGE 37 FOR LATER MARKETS.

NEATSFOOT OIL.—The market was dull and unchanged. Pure refined was quoted at \$1.40@1.42, extra No. 1 at \$1.20@1.22, No. 1 at \$1.05@1.10 and prime at \$1.05@1.08.

LARD OIL.—The market continued very quiet but the undertone was easier. Edible was quoted at \$1.75@1.80, winter strained at \$1.38@1.40, extra No. 1 at \$1.10@1.20 and No. 1 at \$1.05@1.10, while prime was quoted at 95c@1.00.

GREASES.—The market for grease was very slow and weak. Prices continued to decline under a poor consumers' demand and with some pressure on the list. At New York yellow and choice house was quoted at $4\frac{1}{4}$ @5c, while brown was $4\frac{1}{4}$ @4c and white at $7\frac{1}{2}$ @10c according to grade.

CHEMICALS AND SOAP SUPPLIES.

(Special Letter to The National Provisioner.)

New York, Nov. 30, 1920.—Latest quotations on chemicals and soapmakers' supplies are as follows: 74 to 76 per cent caustic soda, $4\frac{1}{4}$ @4c lb.; 60 per cent caustic soda, 4c lb.; 98 per cent powdered caustic soda, $4\frac{1}{4}$ @5c lb.; 48 per cent carbonate of soda, $2\frac{1}{2}$ @ $2\frac{3}{4}$ c lb.; 58 per cent carbonate of soda, $2\frac{1}{2}$ @ $2\frac{3}{4}$ c lb.; talc, $1\frac{1}{4}$ @2c lb.; silic, \$20 per 2,000 lbs.

Clarified palm oil in casks of 2,000 lbs., nominal, $8\frac{1}{2}$ @9c lb.; yellow olive oil, \$3.00@3.15 gal.; Cochin cocoanut oil, $15\frac{1}{2}$ @16c lb.; Ceylon cocoanut oil, $14\frac{1}{2}$ @15c lb.; cottonseed oil, $10\frac{1}{2}$ @ $10\frac{1}{4}$ c lb.; soya bean oil, $10\frac{1}{2}$ @ $10\frac{1}{4}$ c lb.; corn oil, $10\frac{1}{2}$ @ $10\frac{1}{4}$ c lb.; peanut oil, in bbls., deodorized, $14\frac{1}{2}$ @15c lb.; peanut oil, in bbls., crude, $8\frac{1}{2}$ @8c lb.

Prime city tallow, special, nominal, $7\frac{1}{4}$ c lb.; dynamite glycerine, nominal, $15\frac{1}{2}$ @16c lb.; saponified glycerine, 88 per cent, nominal, $11\frac{1}{2}$ @ $11\frac{1}{4}$ c lb.; crude soap glycerine, nominal, $10\frac{1}{2}$ @ $10\frac{1}{4}$ c lb.; chemically pure glycerine, nominal, $21\frac{1}{2}$ @22c lb.; prime packers' grease, nominal, $5\frac{1}{4}$ @6c lb.

CANADIAN CATTLE MARKETS.

Sales of cattle and calves at chief Canadian centers, with top prices for selects, compared to the same time a month and a year ago, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture for the week ending Nov. 25, 1920:

CATTLE.						
	Sales—			Top price good steers		
	Week ending Nov. 25, 1919.	Same week, Nov. 18.	Week ending Nov. 18.	Week ending Nov. 25, 1919.	Same week, Nov. 18.	Week ending Nov. 18.
Toronto (U. S. Y.)	7,988	13,068	8,941	\$10.00	\$13.25	\$12.50
Montreal (Pt. St. Chs.)	1,431	2,490	1,836	.....	11.50	10.00
Montreal (E. End)	2,008	3,371	2,812	.....	11.50	10.00
Winnipeg	13,274	9,418	17,331	9.50	13.00	10.50
Calgary	3,550	7,484	2,605	8.75	10.25	8.00
Edmonton	1,830	1,072	1,274	9.00	10.00	8.00

CALVES.						
	Sales—			Top price good calves		
	Week ending Nov. 25, 1919.	Same week ending Nov. 18.	Week ending Nov. 18.	Week ending Nov. 25, 1919.	Same week ending Nov. 18.	Week ending Nov. 18.
Toronto (U. S. Y.)	691	883	753	\$18.00	\$18.50	\$18.50
Montreal (Pt. St. Chs.)	1,016	580	839	15.00	14.00	15.00
Montreal (E. End)	1,214	771	1,128	15.00	14.00	15.00
Winnipeg	926	761	1,460	7.00	10.00	7.50
Calgary	429	814	370	7.25	8.00	7.00
Edmonton	330	65	262	7.50	6.50	8.00

CANADIAN HOG MARKETS.

Sales of hogs at chief Canadian centers for the week ending Nov. 25, 1920, are reported as follows by the Markets Intelligence Division of the Dominion Department of Agriculture, with top prices for selects, compared to a month and a year ago:

	Sales—			—Top price selects—		
	Week	Same	Week	Week	Same	Week
	ending	week,	ending	ending	week,	ending
	Nov. 25,	1919,	Nov. 18,	Nov. 25,	1919,	Nov. 18,
Toronto (U. S. Y.)	6,921	10,239	5,639	\$16.50	\$16.75	\$16.75
Montreal (Pt. St. Chs.)	1,290	2,122	1,486	17.25	16.65	17.00
Montreal (E. End)	2,278	1,895	1,642	17.25	16.65	17.00
Winnipeg	2,915	6,609	2,917	14.75	15.50	15.75
Calgary	515	1,135	271	15.15	16.50	17.00
Edmonton	181	364	194	15.25	16.00	16.25

CANADIAN MUTTON MARKETS.

Sales of sheep and lambs at chief Canadian centers, with top prices for good lambs, compared with a month and year ago, are reported by the Markets Intelligence Division of the Dominion Department of Agriculture for the week ending Nov. 25, 1920:

ment of Agriculture for the week ending Nov. 25, 1920, as follows:

	Sales—			Top price good lambs		
	Week	Same	Week	Week	Same	Week
	ending	week	ending	ending	week	ending
	Nov. 25, 1919.	Nov. 18.	Nov. 18.	Nov. 25, 1919.	Nov. 18.	Nov. 18.
Toronto (U. S. Y.)	10,997	13,572	12,581	\$12.75	\$14.50	\$14.00
Montreal (Pt. St. Chs.)	4,981	2,735	3,085	12.50	13.85	13.00
Montreal (E. End)	3,879	2,261	4,638	12.50	13.85	13.00
Winnipeg	1,771	2,504	2,128	10.00	13.25	9.50
Edmonton	261	69	341	10.00	11.00	10.00
Calgary	1,977	1,527	2,790	10.75	11.75	10.50

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston, and Philadelphia for the week of Nov. 20 to Nov. 26, 1920:

November					
20.	22.	23.	24.	25.	26.
Chicago	59	58 $\frac{1}{4}$	58 $\frac{1}{2}$	58 $\frac{1}{2}$	58
New York	65	65	65	65	60
Boston	61	61	60	60	58
Philadelphia	65	65	65 $\frac{1}{2}$	65 $\frac{1}{2}$	61

Wholesale prices of carlots, fresh centralized butter, 90 score, at Chicago:

November					
20.	22.	23.	24.	25.	26.
55 $\frac{1}{2}$	55 $\frac{1}{2}$	55 $\frac{1}{2}$	52	52	52
Receipts of butter by cities, tubs:					
This week.	Last week.	Last year.	Since Jan. 1, 1920.	1919.	1918.
Chicago	22,987	24,694	17,848	2,222,937	2,400,768
New York	25,350	25,733	40,306	2,039,056	2,856,150
Boston	4,638	4,845	5,135	937,862	954,309
Phila.	7,629	8,844	9,613	602,918	637,441
Total	60,614	64,116	72,956	5,802,773	6,848,668

Cold storage movement, lbs.:

Into storage.					
Into storage.	Out of storage.	On hand Nov. 27.	Cor. day of Nov. 27.	Nov. 27.	week, 1919.
Chicago	99,483	230,953	17,408,550	17,131,445	
New York	91,405	15,959,810	21,681,361		
Boston	21,875	232,413	13,362,566	11,013,858	
Philadelphia	4,920	60,800	3,893,600	2,444,479	
Total	126,278	615,661	50,624,526	52,271,143	

DUNLEVY TO ENLARGE PLANT.

The Dunlevy Packing Company of Pittsburgh, Pa., has started construction work on a three-story addition to its plant. The second floor will be a model sausage kitchen and the other floors will be for storage purposes. The new construction will cost in the neighborhood of \$100,000 and is necessitated by the rapidly growing business of this concern under the active guidance of General Manager G. L. Franklin.

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Statistics of Cottonseed and Products

Cottonseed received, crushed, and on hand, and cottonseed products manufactured, shipped out, and on hand, and exports of cottonseed products covering the three-month periods ending Oct. 31, 1919 and 1920.

Cottonseed received, crushed and on hand, tons:

	Received at mills* Aug. 1 to Oct. 31.	Crushed Aug. 1 to Oct. 31.	On hand at mills Oct. 31.
	1920.	1920.	1920.
United States	1,215,350	1,558,600	471,979
Alabama	33,148	24,542	8,925
Arkansas	88,500	54,071	35,259
Georgia	138,007	110,106	35,439
Louisiana	50,064	39,523	12,438
Mississippi	111,005	82,830	30,132
North Carolina	55,903	35,131	21,710
Oklahoma	85,619	48,408	38,391
South Carolina	151,806	56,355	29,666
Tennessee	48,226	30,479	19,922
Texas	501,112	279,011	102,854
All other	24,712	12,109	13,995

*Does not include 30,084 tons and 23,725 tons on hand Aug. 1, nor 14,566 tons and 35,905 tons reshipped or destroyed for 1920 and 1919, respectively.

Cottonseed products manufactured, shipped out, and on hand:

	Year.	On hand Aug. 1.	Produced Aug. 1 to Oct. 31.	Shipped out Aug. 1 to Oct. 31.	On hand Oct. 31.
Crude oil, pounds.....	1920	*19,830,183	237,737,344	176,459,470	*105,851,351
	1919	25,495,597	297,707,139	226,042,137	115,149,951
Refined oil, pounds.....	1920	†297,741,580	†110,558,827	.....	†170,017,309
	1919	148,488,608	161,515,986	.....	108,484,267
Cake and meal, tons.....	1920	133,475	343,857	321,787	155,545
	1919	44,548	444,693	353,778	135,463
Hulls, tons	1920	18,304	222,940	141,523	99,721
	1919	124,593	264,682	223,951	185,324
Linters, 500-lb bales.....	1920	176,316	90,897	92,430	183,583
	1919	254,616	152,629	109,172	298,073
Hull fiber, 500-lb bales.....	1920	150,639	16,849	41,904	125,604
	1919	52,119	17,587	3,181	66,525
Grabbots, motes, etc., 500-lb. bales.....	1920	10,348	845	3,246	7,947
	1919	11,134	2,605	5,043	8,756

*Includes 5,552,041 and 5,330,163 pounds held by refining and manufacturing establishments and 556,190 and 25,521,362 pounds in transit to refiners and consumers Aug. 1 and Oct. 31, respectively.

†Includes 7,784,109 and 9,790,655 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 7,203,074 and 10,706,754 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., Aug. 1 and Oct. 31, respectively.

‡Produced from 128,541,694 pounds crude oil.

Exports of cottonseed products for three months ending October 31:

	1920.	1919.
Oil, pounds.....	15,056,902	26,474,152
Cake and meal, tons.....	4,467	55,538
Linters, running bales.....	4,843	9,689

OCTOBER MARGARIN STATISTICS.

Statistics of margarin production in the United States for the month of October, showing the character of product, with comparisons for a year ago, are given as follows by the Institute of Independent Margarin Manufacturers:

Uncolored Margarin.			
	October, 1920.	October, 1919.	Pounds.
Exclusively Animal ..	335,142	420,034	
Exclusively Vegetable..	14,999,511	17,047,024	
Animal and Vegetable..	20,130,644	13,745,484	
Colored Margarin.			
	October, 1920.	October, 1919.	Pounds.
Exclusively Animal...	4,562	241,168	
Exclusively Vegetable..	401,544	641,125	
Animal and Vegetable..	736,226	786,852	

Total 36,627,629 32,881,687

The quantity of margarin manufactured as shown in the figures given represents approximately 95% of the total production in the United States.

Exports of margarin from the United States for September and October, showing countries to which more than 1,000 pounds was shipped, are as follows:

Countries.	Sept., 1920.	Oct., 1920.
Belgium	1,500	639,606
Norway	9,262	18,900
Sweden .....	.....	38,000
Bermuda	5,855	3,170
British Honduras	2,650	.....
Canada	658,880	728,589
Panama	17,960	5,689
Mexico	2,008	1,724
Barbadoes	15,600	10,000
Jamaica	500	7,120
Other British West Indies	20,760	20,826
Cuba .....	.....	1,780
Virgin Islands of U. S.	1,020	3,626
Haiti	800	1,900
Dominican Republic	1,625	5,910
Australia	1,552	.....

Total Exports to all countries 744,273 1,492,297

OIL TRADE OF UNITED KINGDOM.

Statistics on the imports and exports of certain vegetable oils and vegetable oil materials by the United Kingdom during 1917, 1918 and 1919 are reported as follows:

Cocoonut oil, refined.—Imports: 1917, 3,098,480 lbs.; 1918, 984,704 lbs.; 1919, 52,999,632 lbs. Exports, domestic: 1917, 1,168,720 lbs.; 1918, 1,904 lbs.; 1919, 986,944 lbs. Exports, foreign and colonial: 1917, 226,912 lbs.; 1919, 112 lbs.

Cottonseed oil.—Imports: 1917, 19,122,880 lbs.; 1918, 38,671,360 lbs.; 1919, 57,211,840 lbs. Exports, domestic: 1917, 1,460,480 lbs.; 1918, 114,240 lbs.; 1919, 6,045,760 lbs. Exports, foreign and colonial: 1917, 226,240 lbs.; 1919, 3,776,640 lbs.

Olive oil.—Imports: 1917, 617,258 gals.; 1918, 841,330 gals.; 1919, 1,141,602 gals. Exports, domestic: 1917, 28,044 gals.; 1918, 283 gals.; 1919, 18,696 gals. Exports, foreign and colonial: 1917, 127,757 gals.; 1918, 2,549 gals.; 1919, 55,239 gals.

Palm and palm-kernels oil.—Imports, 1917, 3,360 lbs.; 1919, 9,565,472 lbs. Exports, foreign and colonial: 1917, 2,464,185; 1919, 39,312 lbs.

Palm oil.—Exports, domestic: 1917, 2,812,768 lbs.; 1918, 112,000 lbs.; 1919, 1,174,208 lbs.

Palm kernel oil. — Exports, domestic: 1917, 10,623,312 lbs.; 1918, 2,944,480 lbs.; 1919, 297,696 lbs.

Cocoonut oil, unrefined.—Imports: 1917, 45,241,952 lbs.; 1918, 126,643,216 lbs.; 1919, 117,849,048 lbs. Exports, domestic: 1917, 1,747,984 lbs.; 1918, 1,189,440 lbs.; 1919, 3,634,064 lbs. Exports, foreign and colonial: 1917, 11,529,280 lbs.; 1918, 1,231,104 lbs.; 1919, 18,689,776 lbs.

Olive oil.—Imports: 1917, 966,622 gals.; 1918, 630,489 gals.; 1919, 853,556 gals. Exports, domestic: 1917, 767 gals. Exports, foreign and colonial: 1917, 6,132 gals.; 1919, 82,788 gals.

Palm oil.—Imports: 1917, 163,711,520 lbs.; 1918, 190,050,784 lbs.; 1919, 208,499,200 lbs. Exports, domestic: 1917, 2,825,200 lbs.; 1918, 623,168 lbs.; 1919, 931,280 lbs. Exports, foreign and colonial: 1917, 44,

514,064 lbs.; 1918, 1,111,040 lbs.; 1919, 31,094,784 lbs.

Palm kernel oil.—Imports: 1919, 3,468,080 lbs. Exports, domestic: 1917, 47,483,296 lbs.; 1918, 14,562,576 lbs.; 1919, 11,284,448 lbs.

Castor oil.—Imports: 1917, 7,781,760 lbs.; 1918, 11,751,040 lbs.; 1919, 792,960 lbs. Exports, domestic: 1917, 9,726,080 lbs.; 1918, 12,622,400 lbs.; 1919, 6,245,120 lbs.

Cottonseed oil, unrefined. — Imports: 1917, 468,160 lbs.; 1918, 4,282,880 lbs.; 1919, 8,594,880 lbs. Exports, domestic: 1917, 3,407,040 lbs.; 1919, 15,930,880 lbs.

Linseed oil, pure.—Imports: 1917, 188,160 lbs.; 1918, 277,760 lbs.; 1919, 2,105,600 lbs. Exports, domestic: 1917, 37,611,840 lbs.; 1918, 1,834,560 lbs.; 1919, 157,937,920 lbs.

Linseed oil, not pure.—Imports: 1917, 11,200 lbs.; 1919, 80,640 lbs. Exports, domestic: 1917, 4,966,080 lbs.; 1918, 2,092,160 lbs.; 1919, 9,878,400 lbs.

Rapeseed oil.—Imports: 1917, 4,818,240 lbs.; 1918, 463,680 lbs.; 1919, 11,294,080 lbs. Exports, domestic: 1917, 32,975,040 lbs.; 1918, 7,239,680 lbs.; 1919, 32,755,520 lbs.

Soya Bean oil.—Imports: 1917, 7,844,480 lbs.; 1918, 1,335,040 lbs.; 1919, 66,489,920 lbs. Exports, domestic: 1917, 1,361,920 lbs.; 1919, 2,327,360 lbs. Exports, foreign and colonial: 1917, 11,066,389 lbs.; 1918, 5,000,000 lbs.; 1919, 16,224,320 lbs.

Other seed oils.—Imports: 1917, 21,887,040 lbs.; 1918, 5,535,040 lbs.; 1919, 16,647,680 lbs. Exports, domestic: 1917, 16,074,240 lbs.; 1918, 11,208,960 lbs.; 1919, 3,734,080 lbs.

Castor seeds.—Imports: 1917, 100,638,384 lbs.; 1918, 179,107,600 lbs.; 1919, 33,180,672 lbs. Exports, foreign and colonial: 1917, 3,340,848 lbs.; 1919, 1,344,672 lbs.

Cottonseed.—Imports: 1917, 490,660,800 lbs.; 1918, 755,977,600 lbs.; 1919, 1,033,979,520 lbs.

Flaxseed or linseed.—Imports: 1917, 8,280,433 bu.; 1918, 10,807,232 bu.; 1919, 22,813,473 bu. Exports, foreign and colonial: 1917, 1,568 bu.; 1918, 1,197 bu.; 1919, 143,843 bu.

Rapeseed.—Imports: 1917, 2,521,064 bu.; 1918, 2,413,266 bu.; 1919, 3,279,087 bu. Exports, foreign and colonial: 1917, 369,134 bu.; 1919, 726 bu.

Sesame (or sesamum), Benni, Gingelly, or Teel seed.—Imports: 1917, 952,328 bu.; 1918, 5,438 bu.; 1919, 210,536 bu. Exports, foreign and colonial: 1917, 680,313 bu.; 1919, 119,086 bu.

Soya Beans.—Imports: 1917, 56,056,000 lbs.; 1919, 137,905,600 lbs.

Unenumerated.—Imports: 1917, 352,720 bu.; 1918, 218,005 bu.; 1919, 492,421 bu.

Copra.—Imports: 1917, 117,376,000 lbs.; 1918, 17,763,200 lbs.; 1919, 160,229,440 lbs. Exports, foreign and colonial: 1917, 4,119,360 lbs.; 1918, 219,520 lbs.; 1919, 7,940,800 lbs.

Groundnuts (or arachide nuts, monkey nuts or peanuts).—Imports: 1917, 308,577,920 lbs.; 1918, 304,120,320 lbs.; 1919, 239,921,920 lbs. Exports, foreign and colonial: 1917, 3,068,800 lbs.; 1919, 1,167,040 lbs.

Palm kernels.—Imports: 1917, 555,878,400 lbs.; 1918, 661,548,160 lbs.; 1919, 681,914,240 lbs. Exports, foreign and colonial: 1917, 50,189,440 lbs.

Other sorts.—Imports: 1917, 20,648,320 lbs.; 1918, 9,808,960 lbs.; 1919, 37,611,840 lbs. Exports, foreign and colonial: 1917, 1,382,080 lbs.; 1918, 2,240 lbs.; 1919, 3,044,160 lbs.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil during the month of October, 1920, as shown by official reports, were 7,498,913 pounds, compared to 11,746,154 pounds during the same month last year. Exports during the first ten months of 1920 were 120,510,217 pounds, and for the same period in 1919 were 172,290,354 pounds.

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

**Trade Moderate—Cotton Oil Stronger—
Future Market Active—Crude Not Moving—Mills Closing—Future Outlook Better.**

The only developments of importance in the oil situation the past week was the better tone in the cottonseed oil market on the New York Produce Exchange. The undertone was stronger, but prices moved irregularly towards higher levels. At the high point the market had reached a level of about 1c a lb. over the extreme low point of the season which was made last week. Offerings were somewhat lighter and commission house demand better and sentiment in speculative quarters appeared to have undergone some change owing to the continuous drastic decline and a belief that the market had discounted much of the bearishness in the situation.

There were many factors that accounted for the upturn and although financial conditions were not altogether favorable with further bank failures in the south and northwest, in the agricultural districts, and some failures in the grain trade, the situation appeared to be gradually adjusting itself. One of the chief factors was the stopping of the December deliveries which were disappointing and

amounted to less than 5,000 bbls. during the first three or four days by interests who are believed to be acting for foreigners and reports that the oil is to be shipped abroad.

A material strengthening in the cotton market with a stronger tone in lard, hogs, and securities at times helped the advance as did the reported closing down of mills in the south and the limited offerings of crude oil and hedge pressure on the list. Commission houses with western, southern and Wall Street connections bought rather freely at times while the bulk of the pressure on the upturn appeared to come from a few refiners and some of the local talent. On the whole sentiment was more bullish and quite a few predictions were heard of 10¼ to 10½c oil for the near future.

Domestic demand continued disappointing. The trade is still inclined to hold off but stocks in the trade's hands are believed to be the smallest in some time past and when the buying movement starts very liberal absorption is anticipated. Some interests are inclined to believe that the trade will not take hold until after the Christmas holidays. Export demand was less active but some foreign inquiries were in the market from time to time and reports were current of some Italian buying of winter oil. French inquiries were also in evidence and reports were current that in France cotton oil was being mixed with olive oil.

Foreign exchange maintained a very steady tone throughout the week and the

let-up in the foreign buying of oil was not surprising following the heavy absorption the past few months. The credit situation is believed continued to restrict the buying power of the central European countries and should German credits be maintained through the government held alien-property funds a good demand is looked for from German sources. It is believed that it is only a question of time, when this credit must be made available and at any rate it will only be a few months hence when peace will be declared and the money refunded to its original owners.

Supplies of oil are expected to decrease owing to the limited amount of crude that is coming out. Refining interests state that mills are closing down in many sections of the south owing to inability to secure seed and due to the poor demand for cottonseed cake and other products. This situation has reached a point where it is becoming a market factor but might easily be corrected with any upturn of importance in the market. During the week crude oil has been nominally strong and about ¼c higher, with sales in the southeast at around 6½c, in Mississippi at 6¼c, while the Texas market was about 6c with bleachable oil offered from Texas at from 6¾ to 7c. Tallow continued in rather poor demand and declined ¼c to new low levels for the season with sales of special loose at 7c, while oleo stearine again sold at 9c, the season's low, but the situation in oleo is improving materially and it is understood that this oil has now

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reached a level where it is under French oleo and where some export interest has developed.

An important factor has been the reduction in compound lard prices of about 1c a lb. during the week while the leading manufacturers to a basis of 12½ to 12¾c, the season's lows, and to a point where it is believed that the domestic compound demand will be stimulated materially. Should compound demand pick up to any great extent its effects it is believed would be felt immediately in the cotton oil futures market. At the present basis, compound is some 4½c under pure lard in the west and at a level which should attract buyers. The minor oils have been rather dull and featureless with no important changes in prices or no material change in the situation.

Estimates on December deliveries for the month are around 25,000 bbls. However, it is contended in more than one quarter that this amount of oil will not be delivered and that there is quite a little short interest in the current month which has to cover. On one day there

was a transaction of 5,000 bbls. of December at one price which attracted much attention. The belief prevails that this prevented the taking of loose oil on contracts and the giving up of options. It was also regarded as indicating that much less will be delivered on the local market. Foreign interests are the main longs and are reported to be stopping the tenders from day to day.

Soya bean oil was in slow demand and loose was around 6½c while future shipments from the coast was quoted from 6½ to 7c. Peanut was dull and easy with oriental in sellers' tanks 9c asked. Nothing was heard of domestic peanut oil. Coconut oil was firmer, December shipment from the coast selling at 11½c, while a lot of 150 tons of Manila which arrived recently was reported sold to a nut butter manufacturer at 11c buyer's tanks New York. The market generally for coconut oil in sellers' tanks was quoted 11½ to 11¾c. Corn oil continued more or less nominal with crude at New York quoted at 9¾@10c and at Chicago at 8c prompt shipment. Palm kernels was quiet with largos at 8¾@9c and niger at 8c.

COTTONSEED OIL.

Thursday, November 25, Holiday

Friday, November 26, 1920.

Market closed weak.

	Range			Closing	
	Sales	High.	Low.	Bid.	Asked.
Spot	875 a	900
Nov.	875 a	900
Dec.	879 a	881
Jan.	899 a	900
Feb.	900 a	910
Mch.	921 a	923
Apr.	965 a	927
May	939 a	940
June	938 a	943
Total sales 15,000. Prime crude S. E., 600@625.					

Saturday, November 27, 1920.

Market closed firm.

	Range			Closing	
	Sales	High.	Low.	Bid.	Asked.
Spot	860 a	...
Dec.	870 a	880
Jan.	896 a	900
Feb.	900 a	915
Mch.	925 a	930
Apr.	927 a	935
May	945 a	949
June	945 a	955
July	955 a	975
Total sales 3,300. Prime crude S. E., 600 sales.					

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Monday, November 29, 1920.

Market closed firm.

	Range			Closing	
	Sales	High.	Low.	Bid.	Asked.
Spot	890 a	910
Dec.	895 a	910
Jan.	915 a	917
Feb.	920 a	930
Mch.	941 a	943
Apr.	942 a	944
May	960 a	965
June	960 a	975
July	970 a	985
Total sales 7,400. Prime crude S. E., 625 nominal.					

Tuesday, November 30, 1920.

Market closed firm.

	Range			Closing	
	Sales	High.	Low.	Bid.	Asked.
Spot	900 a	1000
Dec.	910 a	916
Jan.	922 a	935
Feb.	935 a	945
Mch.	960 a	961
Apr.	960 a	965
May	980 a	984
June	975 a	990
July	990 a	999
Total sales 19,100. Prime crude S. E., 625@650.					

Wednesday, December 1, 1920.

Market closed strong.

	Range			Closing	
	Sales	High.	Low.	Bid.	Asked.
Spot	930 a	1050
Dec.	943 a	950
Jan.	940 a	959
Feb.	965 a	974
Mch.	975 a	988
Apr.	976 a	994
May	993 a	1000
June	995 a	1015
July	1029 a	1035
Total sales 18,600. Prime crude S. E., 640 sales.					

SEE PAGE 37 FOR LATER MARKETS.

COCOANUT OIL.—Trade continued rather quiet, but the market was featured by a slightly firmer tone. Rumors were current of sales of December shipments from the coast at 11½c in sellers' tanks and reports were current that 150 tons of Manila coconut that recently arrived were sold to a

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nut butter manufacturer on the basis of 11c buyers' tanks New York. At New York Ceylon was quoted at 15@15½c, Cochin 15½@16c, deodorized 17½@18c, and Manila in sellers' tanks at 11@11¼c.

CORN OIL.—The market was dull and easy although this oil is not being pressed for sale. Output is still small owing to the weakness in competing oils. At New York the market for crude corn oil was quoted at 9¼@10c, refined in bbls. at 14½, while in cases the market was \$1.26. Crude oil in Chicago was nominally quoted at 8c in tanks prompt shipment.

PEANUT OIL.—The market was very dull but was firmer. Consumers are showing little interest but offerings are materially smaller. Oriental in sellers' tanks from the coast was quoted at 8½@9c, while domestic crude was nominal, and deodorized at New York 14½@15c.

PALM OIL.—The market was weak with demand small and offerings scattered. At New York largos in casks was quoted at 8¾@9c, niger at 8c and palm kernels at 14@14¼c.

SOYA BEAN OIL.—The market continued unsteady with trade rather small. Offerings were lighter due partly to the stronger tone in crude cotton oil but consuming demand appeared to be flat. At New York crude oil was quoted at 9¼@10¼c, deodorized at 12c nominal, sellers' tanks prompt shipment from the coast, 6¾@7c, and future shipment at 7¼@7½c.

EXPORT AND IMPORT STATISTICS.

An analysis of the new classification of the Government's export and import statistics, which is the first real revision of our trade statistics in more than half a century, has just been made by the foreign commerce department of the Chamber of Commerce of the United States. The reclassification, printed schedules of which were recently issued by the federal depart-

ment, has been made with a view to improving foreign trade statistics so as to make them of greater value to the business interests of the country.

Business men found many faults with the old classification. With the enormous growth of foreign trade of the United States, greater detail in our statistics became necessary. Too many commodities were covered up under the omnibus group "All Other." In many cases quantity, a more important factor in trade data than value, was not given at all.

The new classification is the work of a committee of representatives from the various Government departments interested in foreign trade, co-operating with the business interests of the country. Heretofore an alphabetical arrangement of articles has been followed in the trade statistics, with very little systematic grouping. In the revised classification all commodities have been grouped according to items generally associated in trade, such as the various textiles, machinery and vehicles, animal products, and vegetable products. These main groups have been further divided and subdivided into smaller groups and commodities. Both the present export schedules contain 1,234 items; the import classification 984 items.

The quantity of each commodity, as well as the value, will be given, permitting more accurate comparisons of our exterior trade. Exports and imports could not be combined in many cases, in the old statistics; for example, in the export data apples are reported in terms of barrels, while in the import schedules the same commodity is given in bushels. There are no such discrepancies in the new schedules.

The decimal system of classification, which has been used in numbering the commodities, lends itself readily to tabulation by machine and permits practically unlimited expansion or contraction of the schedules without disturbing any groups.

The foreign commerce department of the Chamber of Commerce of the United States, with the approval of the chamber's foreign commerce committee, has urged that the new schedules be put into effect January 1, 1921. An increased clerical staff and larger mechanical equipment will be necessary to compile the statistics according to the new classification, and the chairman of the committee on appropriations of the House of Representatives has been requested to give the earliest possible consideration to the increased appropriation necessary if the new schedules are to be made effective the first of the year.

MILLERS DISCUSS CLOSING.

A conference of cottonseed millers was held at the Grunewald Hotel, New Orleans, La., Monday, November 29, for the purpose of studying the milling and marketing situation; reviewing the practicability of closing down for a period for adjustment of labor and of stocks; consideration of export possibilities for oil and cake, and suggestions for traffic movements and freight rates.

From replies to questionnaires sent out by Secretary Robert Gibson of the Texas Cottonseed Crushers' Association on November 19, asking about cottonseed statistics, the showing from 48 pretty well distributed mills is that 20 have shut down and only one of the others intends to run as long as 75 days, five as much as 60 days, one for 50 days, one for 40 days, and six for 30 days. Others will close earlier; 17 intend to make another run after New Year's for 10 to 60 days.



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MANUFACTURERS OF

THE PRODUCTS OF COTTON SEED OIL

SHERMAN, TEXAS

NO EXCUSE FOR BAD MILLING. Cotton Oil Men Should Not Neglect Analyses Because of Market Discouragements.

(Special Letter to The National Provisioner from the Fort Worth Laboratories.)

Fort Worth, Tex., Nov. 30.—Judging by conversations we have had with oil mill men, the constant shrinkage in values has taken the heart out of them. This "all-in" feeling, maybe, is a contributing

factor towards producing the poor results being obtained in milling, as shown by the analytical results tabulated below.

While everyone can appreciate the fact that the oil mill men have a real excuse for their "all-in" feeling, it is just as true that there is no excuse for bad milling. There is more incentive than ever before to crush efficiently, because efficient crushing will reduce the loss due to markets, and may even show a profit. It is also very essential to buy seed high in oil.

The lack of interest in seed analyses this season will be a factor in making some mills show "in the red" at the end of the season.

Analyses for the month:

CAKE AND MEAL						
No. sam-	Am-	Pro-	Stand-			
ples.	Moist.	monia.	tein.	Oil.	ard.	
Avg. all mills...	864	8.51	8.56	44.01	6.90	.81
Best avg. results...	9.78	8.80	45.26	5.71	.55	
Worst avg. results...	7.75	8.67	44.55	11.00	1.27	
Avg. this mo. last year	1,002	9.18	8.44	43.39	6.68	.79
An. avg. last yr.	5,500	8.70	8.50	43.69	7.01	.82

HULLS						
No. sam-	Wholeseed	Oil	Total	Stand-		
ples.	and	meats.	in hulls.	oil.	seed.	ard.
Avg. all mills...	317	.03	.86	.89	.16	2.37
Best avg. results...	...	.33	.35	...	...	.93
Worst avg. results...	...	2.55	2.60	.84	6.93	
Avg. this mo. last year	362	.14	.68	.76	.21	2.03
An. avg. last yr.	1,836	.10	.68	.72	.18	1.92

SEEDS						
No. sam-	Ammonia	Gals. cake	Lbs.			
ples.	in	oil 100	8%	wt.	monia.	
Avg. all mills...	26	10.24	4.00	19.65	42.2	960
Best avg. result...	12.00	4.08	22.13	46.0	969	
Worst avg. result...	11.55	4.13	18.21	38.6	980	
Avg. this mo. last year	309	12.65	3.83	18.73	39.8	909
An. avg. last yr.	1,400	10.63	3.95	18.07	38.2	937

CRUDE OIL						
No. samples.	Refining	loss.	Color.	Acid	free.	
Avg. all mills...	159	8.1	7.3	1.5		
Best avg. results...	...	4.3	5.0	0.6		
Worst avg. results...	...	43.5	21.8	10.6		
Avg. this mo. last yr.	196	10.9	8.3	2.6		
An. avg. last yr.	2,187	19.0	14.4	5.3		

SOUTHERN MARKETS.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Dec. 2, 1920.—Prime crude cottonseed oil firm at 6¼ cents. Good seven per cent meal steady, \$30. Loose hulls steady, \$7.00; sacked, \$11.00.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Dec. 2, 1920.—Prime crude cottonseed oil steady, 6 cents; few sales this week. Immediate shipment 5½ cents, Texas. Cake unsalable; seven per cent meat offering \$27.50; eight per cent, \$31.00 f. o. b. interior Louisiana points. Hulls steady, \$10.00, loose New Orleans; offerings light.

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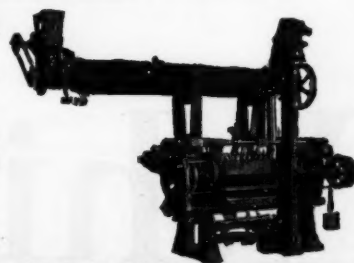
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Side Drive Oil Expeller, With Feeds Elevator and Tempering Apparatus.



Heavy Duty White Truck, one of fifteen Whites owned by James A. Hamilton, of Philadelphia

Philadelphia Meat Distributor Standardizes on Whites

JAMES A. HAMILTON, wholesaler of meat products, purchased his first White Truck in 1911. His fleet today numbers fifteen trucks, all Whites. Four of these, including the nine-year-old veteran, have each covered more than 100,000 miles, and are still rendering dependable service.

"Our Whites make daily deliveries to customers within a 50-mile radius of Philadelphia, and are doing their work in an excellent manner," says Mr. Joseph Hamilton. "During the exceptionally bad weather of last spring, our trucks

were making their trips over roads south of Philadelphia when scarcely another wheel was turning. That we are very well satisfied with our Whites is best demonstrated by the fact that we purchase nothing else."

White Trucks have long held a position of leadership among meat packers and dealers, and many of the most experienced truck operators in this field have standardized on them. Owners' records everywhere show that Whites not only do the most work, but they do it for the least money.

THE WHITE COMPANY
CLEVELAND

White Trucks

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

A firmer market in hogs and feed grain brought better tone in product, helped by decreasing stocks at Chicago for the month and prediction of decreasing stocks at other points. Spot demand continues good with evidence of continued shipments from packing points equal to or exceeding production. Situation is very firm on some lines of product owing to the light supplies. Some question has been raised as to whether current hog movement will be equal to current distribution. Product dropped sharply on Friday with an easier hog market and a break in grains.

Cottonseed Oil.

Cottonseed oil showed considerable steadiness at the close of the week. Operations seemed largely local but with some buying by southern and western houses. Refiners appeared to be sellers. Crude oil was firmer with some sales in the southeast at 6½ and Mississippi at 6.40. Freer offerings were reported in some localities; deliveries on contract continued good, amounting to about eight thousand barrels, while tenders were being stopped largely for foreign account. The market was weaker Friday with small trade and weakness in other markets, mainly lard.

Closing quotations on cottonseed oil on Friday: December, \$9.10@9.16; January, \$9.29@9.31; March, \$9.50@9.52; May, \$9.70@9.75; July, \$9.90@9.99.

Tallow.

Special loose at 7c.

Oleo Stearine.

Sales at 9c. Extra oleo oil, 18½c.

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, Dec. 3, 1920.—Spot lard at New York prime Western, \$17.20@17.30; Middle West, \$17.00@17.10; city steam, \$16.50@17.00; refined continent, \$21.00; South American, \$21.25; Brazil kegs, \$22.25; compound, \$12.50@12.75.

Marseilles Oils.

Marseilles, Dec. 3, 1920.—Copa fabrique, —fr.; copa edible, —fr.; peanut fabrique, —fr.; peanut edible, —fr.

Liverpool Produce Market.

Liverpool, Dec. 3, 1920.—(By cable).—The British Government has control of the market and no quotations are available. Australian tallow at London, 55@67s.

Hull Oil Markets.

Hull, England, Dec. 3, 1920.—(By cable).—Refined cottonseed oil, 54s; crude, 46s.

FOREIGN EXCHANGE SITUATION.

[Editor's Note.—This statement is prepared weekly by the Institute of American Meat Packers from information obtained from The Merchants Loan & Trust Company, Chicago, Illinois.]

Country.	Unit.	Par value in U. S. money.	Unit value on Dec. 2.
Austria—Krone	100	0.203	0.203
Belgium—Franc	100	0.193	0.193
Czechoslovakia—Krone	100	0.125	0.125
Denmark—Krone	100	0.208	0.208
Finland—Finnmark	100	0.193	0.193
France—Franc	100	0.193	0.193
Germany—Mark	100	0.228	0.228
Gread Britain—Pound	100	4.860	4.860
Greece—Drachma	100	0.193	0.193
Italy—Lira	100	0.0835	0.0835
Japan—Yen	100	0.498	0.498
Jugo-Slavia—Krone	100	0.0080	0.0080
Roumania—Leu	100	0.402	0.402
Norway—Krone	100	0.208	0.208
Poland—Polish Mark	100	0.0020	0.0020
Russia—Rouble	100	0.515	0.515
Serbia—Dinar	100	0.193	0.193
Spain—Peseta	100	0.193	0.193
Sweden—Krona	100	0.208	0.208
Switzerland—Franc	100	0.193	0.193
Turkey—Turkish Pound	100	4.40	4.40

*No par of exchange has been determined upon and will probably not be fixed until after the Allies have decided upon all of the requirements from those countries.

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Nov. 27, 1920, are reported to The National Provisioner as follows:

CHICAGO.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	7,236	19,900	13,445
Swift & Co.	6,375	19,600	16,600
Morris & Co.	4,866	16,600	8,353
Wilson & Co.	5,792	15,300	8,704
G. H. Hammond Co.	3,730	10,500	...
Anglo-Amer. Prov. Co.	824	8,400	...
Libby, McNeill & Libby	1,953	...	...
Brennan Packing Co.	4,000 hogs;	Boyd-Lanham	...
& Co., 9,000 hogs;	others, 14,200 hogs.		

OMAHA.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	2,321	2,350	...
Swift & Co.	4,203	9,001	3,285
Cudahy Packing Co.	4,341	11,562	5,577
Armour & Co.	3,681	8,138	2,378
Dold Packing Co.	685	5,586	1,041
J. W. Murphy	1,690	3,967	...
Swartz & Co.	...	298	...

KANSAS CITY.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	5,934	10,480	3,015
Fowler Packing Co.	1,016	...	...
Wilson & Co.	6,334	9,310	2,569
Swift & Co.	8,815	10,620	3,328
Cudahy Packing Co.	6,558	8,611	3,103
Morris & Co.	6,071	9,463	1,660
Butchers	1,085	583	342

ST. LOUIS.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	3,698	9,389	1,749
Swift & Co.	3,448	6,037	1,740
Morris & Co.	3,591	8,302	1,760
St. Louis D. B. Co.	1,276	...	...
Independent P. Co.	380	125	...
American P. Co.	105	1,665	...
East Side P. Co.	133	2,062	...
Krey P. Co.	124	1,894	...
Hell P. Co.	23	1,908	...
Butchers	513	13,180	1,109

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Nov. 27, 1920:

CATTLE.	
Chicago	41,746
Kansas City	20,705
Omaha	15,025
East St. Louis	15,661
St. Joseph	6,955
Sioux City	6,991
Cudahy	661
South St. Paul	16,136
Fort Worth	10,518
Philadelphia	3,656
*Indianapolis	3,178
New York and Jersey City	20,335
Oklahoma City	4,392
HOGS.	
Chicago	150,503
Kansas City	57,733
Omaha	44,496
East St. Louis	52,739
St. Joseph	43,880
Sioux City	33,539
Cudahy	8,088
Ottumwa	10,200
South St. Paul	12,882
Fort Worth	7,759
Philadelphia	19,190
*Indianapolis	30,426
New York and Jersey City	37,839
Oklahoma City	7,097
Milwaukee	22,200
Cincinnati	14,000
SHEEP.	
Chicago	46,228
Kansas City	10,276
Omaha	14,774
East St. Louis	5,630
St. Joseph	3,482
Sioux City	4,131
Cudahy	277
South St. Paul	13,398
Fort Worth	1,048
Philadelphia	6,213
*Indianapolis	247
New York and Jersey City	33,967
Oklahoma City	11

SHEEP.	
Chicago	46,228
Kansas City	10,276
Omaha	14,774
East St. Louis	5,630
St. Joseph	3,400
St. Louis	4,131
Slox City	277
Cudahy	13,898
South St. Paul	1,048
Fort Worth	1,048
Philadelphia	6,213
*Indianapolis	247
New York and Jersey City	33,967
Oklahoma City	11
*Incomplete.	

NEW YORK LIVESTOCK.

Receipts for the week ending Nov. 27, 1920:			
	Cattle.	Calves.	Sheep.
Jersey City	3,547	5,984	14,244
New York	2,444	3,104	3,562
Central Union	3,169	2,087	16,131
	9,160	11,175	33,967
Previous week	11,078	12,646	36,792
Two weeks ago	11,097	13,543	48,053

RECEIPTS AT CENTERS.

SATURDAY, NOVEMBER 27, 1920.

	Cattle.	Hogs.	Sheep.
Chicago	3,000	6,000	2,000
Kansas City	300	1,300	1,000
Omaha	500	3,500	600
St. Louis	300	6,000	...
St. Joseph	100	3,000	...
Sioux City	300	3,800	...
St. Paul	2,400	3,300	2,000
Oklahoma City	...	500	...
Fort Worth	100	500	...
Milwaukee	400	500	100
Denver	200	1,000	700
Louisville	200	1,000	100
Wichita	200	700	100
Indianapolis	300	7,000	100
Pittsburgh	200	1,500	500
Cincinnati	200	2,500	200
Buffalo	100	1,400	400
Cleveland	200	1,400	200
Nashville, Tenn.	...	1,600	...
New York	696	3,640	2,900
Toronto	900	1,700	600

MONDAY, NOVEMBER 29, 1920.

Chicago	33,000	40,000	27,000
Kansas City	20,500	12,000	8,500
Omaha	10,400	6,000	10,000
St. Louis	8,000	11,000	2,500
St. Joseph	2,400	3,800	1,800
Sioux City	6,500	10,500	2,000
St. Paul	16,500	17,000	8,000
Oklahoma City	1,500	700	...
Fort Worth	4,000	2,000	...
Milwaukee	300	1,000	600
Denver	4,300	1,300	15,400
Louisville	100	1,200	100
Wichita	2,300	900	...
Indianapolis	800	9,000	300
Pittsburgh	1,200	4,500	3,000
Cincinnati	1,100	5,000	200
Buffalo	3,300	12,800	8,000
Cleveland	1,400	8,000	2,000
Nashville, Tenn.	1,000	1,500	...
New York	5,300	5,840	9,400
Toronto	2,700	1,400	5,400

TUESDAY, NOVEMBER 30, 1920.

Chicago	20,000	40,000	18,000
Kansas City	15,000	17,000	5,500
Omaha	5,600	5,500	9,500
St. Louis	3,000	12,000	1,700
St. Joseph	2,000	5,000	200
Sioux City	2,200	5,000	3,000
St. Paul	3,900	10,500	1,000
Oklahoma City	800	500	...
Fort Worth	1,200	1,000	...
Milwaukee	700	5,500	200
Denver	1,000	1,300	500
Louisville	400	1,800	100
Wichita	600	400	...
Indianapolis	800	13,000	400
Pittsburgh	100	800	...
Cincinnati	600	5,500	200
Buffalo	1,000	1,900	1,000
Cleveland	100	3,500	500
Nashville, Tenn.	100	2,000	100
Toronto	300	2,200	700

WEDNESDAY, DECEMBER 1, 1920.

Chicago	11,000	21,000	12,000
Kansas City	5,500	10,000	3,000
Omaha	4,500	9,500	7,000
St. Louis	3,000	12,000	3,200
St. Joseph	1,700	10,500	4,000
Sioux City	1,900	8,000	3,000
St. Paul	4,900	17,500	6,000
Oklahoma City	1,100	1,200	...
Fort Worth	2,000	1,200	...
Milwaukee	700	4,000	200
Denver	1,400	100	2,400
Louisville	300	2,400	100
Wichita	700	600	200
Indianapolis	600	12,000	200
Pittsburgh	100	2,000	700
Cincinnati	600	6,000	500
Buffalo	200	2,100	400
Cleveland	300	3,500	2,000
Nashville, Tenn.	100	2,500	...
Toronto	300	2,200	100

THURSDAY, DECEMBER 2, 1920.

Chicago	11,000	40,000	12,000
Kansas City	3,500	7,500	4,000
Omaha	4,500	9,500	6,000
St. Louis	1,800	11,000	1,800
St. Joseph	1,000	7,000	3,000
Sioux City	1,800	6,000	1,600
St. Paul	1,900	7,500	2,000
Oklahoma City	1,200	1,000	...
Fort Worth	700	1,000	600
Milwaukee	600	4,500	300
Denver	900	1,100	...
Indianapolis	1,200	17,000	600
Pittsburgh	...	4,500	1,000
Cincinnati	600	7,000	200
Buffalo	200	2,200	2,600

FRIDAY, DECEMBER 3, 1920.

Chicago	6,000	29,000	10,000
Kansas City	800	3,500	2,000
Omaha	1,600	6,500	3,500
St. Louis	700	10,500	1,800
St. Joseph	500	3,500	2,000
Sioux City	1,100	6,800	1,800
St. Paul	1,500	8,500	1,000
Oklahoma City	800	800	...
Fort Worth	1,500	600	...
Milwaukee	300	1,500	100
Denver	1,100	400	1,500
Indianapolis	600	13,000	300
Pittsburgh	...	7,500	500
Cincinnati	800	7,800	300
Buffalo	500	4,800	8,000

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to Dec. 3, 1920, show exports from that country were as follows: To England, 89,027 quarters; to the Continent, 54,356 quarters; to other ports, none. Exports for the previous week were as follows: To England, 69,909 quarters; to the Continent, 33,680 quarters; to other ports, none.

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES quiet. No new movement noted. Killers report moderate interest but prospective business limited for this week. Killers hold to last sales figures as their ideas of value. Small packers are a little more anxious to sell than a week or so ago. Local killers who advanced their rates to 15c when hides were moved at 14c are now offering their stocks at 14c. Outside small killers are also making moderate offerings. About 4,000 western branded hides sold at 10c Chicago basis. Big packer native steers quoted at 20@21c asked; Texas steers last sold at 18c; lights sold at 14c and extremes at 13c; butts quoted at 15c; Colorados last sold at 14c; branded cows are quiet at 13c asked; heavy cows are held for 18c; buyers' views nearer 16c; lights, 15c asked for straight or special weights; native bulls, 13@13½c; branded, 11@12c.

COUNTRY HIDES quiet. Operations in country hides continue at a virtual standstill through lack of demand. Local sellers are making no strenuous efforts to book business, as prevailing ideas of tanners are usually below sellers' views. Outside dealers are moderately anxious to dispose of stock and offer all weight hides at continual reductions in efforts to induce some mild interest on tanners' part. Tanners are waiting for leather business to furnish the incentive and impetus for country hide operations. Upper leather tanners have not experienced any leather trade commensurate with the volume of sole leather offal sold within the past week or ten days and confidently hope business of similar size is impending. It is generally conceded that the outlets in finished products are clogged and that freer movements of shoes will be necessary to bring about more stable conditions in hides. Operators in close touch with the shoe situation report the retailers are experiencing a fairly good trade, but are not replenishing depleted stocks. They are bringing out old stock in their policies of liquidation. Wholesalers are likewise continuing liquidation and withholding replenishing orders for the time being. These students believe wholesalers' and retailers' policies will undergo a change with the turn of the year and a more normal state of business will be noted after that time. All weight hides are quoted variously at 9@11c delivered basis as to lots and sections. Heavy steers here are quoted at 15c nominal; heavy cows quoted at 11@13c; buffs quoted about 10@12c; extremes range at 11@13c as to lots; branded hides quoted at 8@9c flat; country packer branded hides are quoted at 10c. Two lots of about 2,000 each summer and fall take-off sold at 10c. Canadian country packer branded hides sold at 10c American funds. Bulls quoted at 8@10c;

sale of a small car of city butcher stock at 8c reported. Country packer bulls quoted at 11@12c; glue hides, 4@6c.

NORTHWESTERN HIDES—Twin cities quoted the market exceptionally quiet. No great amount of effort is being expanded to interest tanners in hides owing to the futility of such a policy at present. All weight hides are generally talked at 12c, but it is believed less money would be considered. Bulls are quoted at 10c nominal; kipskins quoted 11@12c asked; calfskins at 12@13c nominal; horse, \$3.75@4.25.

CALFSKINS—Another car of local city calfskins sold at 15c from first salt. No further offerings are available. It is said that middle western tanners are of the opinion present values are worthy of speculation and that further business is likely. Outside city skins are quoted at 13@14c and country run about 12@13c. Deacons sold again at 75c flat for weights. Kipskins sold at 9c for two cars of northwestern grub free summer quality country stock delivered Chicago basis. First salted skins recently sold at 14c.

DRY HIDES quiet. All weight western butcher and fallen hides flat for trim quoted nominally at 18@20c. Stocks and demand small.

HORSEHIDES—Best eastern renderer horse are offered in this market at \$6. Best tanners will do is said to be \$5. Country horse are quoted at \$3.75@4.25 nominal with demand limited. Ponies and glues are quoted at half rates and coltskins at 50@75c.

SHEEP PELTS—About 30,000 packer sheep and lambskins of river slaughter sold at 80c, cleaning those markets up to the first of the year. Local skins are unsold and held for 85c. Eastern small packer sheep and lambskins in current and forward slaughter sold at 75c. River skins sold averaged 13 lbs. on sheep and 10½ lbs. on lambs. Dry western pelts quoted nominally about 15c. Pickled skins are slow at \$5.00@7.50 per dozen; goatskins quoted 35@75c.

HOGSKINS quiet. Country run quoted nominal at 25@40c, with inside best tanners will do. Rejects half rates.

New York.

PACKER HIDES quiet. No business reported around the New York packer hide market. Holdings are moderately ample. Natives are quoted 17@18c; spreads about 20c; cows quoted, 16@17c; butts, 14½c lately paid; Colorados quoted 13c nominal; native bulls, 12½@13c.

SMALL PACKER HIDES—Eastern small packer all weight cows have sold as low as 12c for summer slaughter. Offerings as low as 13c are noted. Steers recently sold as low as 13½c and are held up to 18c. Spreads are generally priced at 20c and better. Branded hides sold in a range of 10@12c with the inside price considered nearer the market for business. Bulls quoted 11c last paid and nominal.

COUNTRY HIDES—Several cars of western all weight hides are reported purchased by a New York tanner at 9c. Boston tanners report offerings of Ohio all weights at 12c and western stock as low

as 10c. Ohio extremes are priced down Boston way at 12½c. Middle west extremes quoted about 11½@12c; western stock quoted at 10@11c asked. Southern extremes are priced at 9@10c; Canadians at 11@12c asked. Buffs are generally quoted about a cent discount from the under 45 lbs.

CALFSKINS steady. A small car of New York City trimmed calfskins sold at \$1.50 for 5-7's being a nickel advance. There is a fairly good demand for the light end of the calfskin list, some of which is said to be for export account, 7-9's quoted \$1.75 last paid and 9-12's at \$2.10. Kipskins quoted \$2.50@3.50 as to weights. Outside skins quoted \$1.15 basis; countries, \$1.00 basis. Untrimmed skins, 15c.

HORSE HIDES dull. Renderer horse are still held up to \$6.00 for best lots; buyers talking \$5.00. Countries, \$3.75@4.25 nominal.

IMPORTED DRY HIDES—There are no new features attendant upon the market for common dry hides. A thousand Central Americans sold at 17c, which is a steady price with previous trading. Mountain Bogotas are said to be available at 20c; recent sales for export were at 20½c. Domestic tanners hold views of about 19c. It is reported that Europe is buying large quantities of B. A. dry hides direct with the producing country, but details as to American equivalents are unknown. Recent sales of B. A. dries to Europe were made at 19c, Entre Rios at 23c, Montevideos and Cordobas at 25c. Domestic tanners talk closer to 16c for B. A. standard descriptions of hides. Chinas and Kavas are quoted quiet with offerings more numerous.

IMPORTED WET SALTED HIDES—Business in frigorifico steers is slow for the present. Last sales for domestic account were at \$46.00 and for Europe at \$47.00. Last American business was on a basis of approximately 17½c landed New York. There is a report around the New York market that sales approximating 150,000 wet salted Central and South American hides have been made for European account at originating points at 9c. It is also stated further sales are pending but details are lacking. Spot hides are dull. Campos are entirely nominal about 8@19c and rastros at 10@12c.

CANADA SHUTS OUT HIDES.

A drastic Government order prohibiting the importation into Canada of hides of horses, cattle, and buffalo, calf skins, sheep skins, goat skins, deer skins, glue stock and bones, hoofs and horns from any of the countries of Europe, Asia, Africa, South America, Central America, New Zealand, and Australia has been announced by the Canadian Department of Agriculture, to prevent the further danger of introducing animal diseases into that country.

SHEEP AND LAMB PRICES.

(Continued from page 21.)

that are now so unsettled as to make a forecast impossible.

Sheep and Mutton.

The sheep and lamb market during November started fairly well, but the liberal supplies of sheep and lambs on the market and increased supplies of pork and beef have resulted in a somewhat slow demand for sheep and lambs, except at lower prices. There have been especially liberal receipts of native lambs at Eastern markets, such as Detroit, Buffalo, Pittsburgh, Jersey City and Baltimore.

The Western range season is now over, and fewer feeding lambs have been put out in the corn belt states this year than usual.

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LIVE STOCK MARKETS

CHICAGO.

(Special Letter to The National Provisioner.)

Union Stock Yards, Chicago, Dec. 2.

Sharp, irregular declines and semi-demoralized trade conditions have been shown in the beef steer trade this week. With receipts far in excess of actual requirements, demand from all sources having been seriously curtailed by reason of extremely sluggish and badly breaking markets for dressed beef, the trade has been virtually in unquotable condition, showing today for the first time since Wednesday of last week signs of having struck bottom, at least temporarily, on the grades that are forming the great bulk of the receipts. So irregular have been prices paid for similar grades of cattle and so precipitous have been the declines recorded that it has not been possible to follow the market in a manner that would fit the variety of price fluctuations. Prices are unevenly lower, however, than at the bad period of the trade a fortnight back and most grades below choice are selling at the lowest prices recorded for several years past. The break has been most severe on native steers now selling from \$10 up. Such will average, probably, \$2.50 to \$3 lower than high time, or Wednesday of last week, although showing less loss, in the main, than last Friday's slump session. The market value of choice and prime long-fed steers is at this writing subject to a variety of opinion. Nothing of that kind arrived today, but it is doubtful if top grades of either yearlings or more aged cattle could be sold within \$2.50 per cwt. of prices current a week ago, or even the prices paid for a few of such kinds at the start this week, as Christmas trade requirements for prime beef will doubtless be very largely met by the carlot and single fat steers from International Exposition show rings. It is improbable that producers who have not had cattle on the market the last day or so can realize how low, comparatively speaking, fat cattle are selling. A very good grade of well-conditioned corn-fed beef steers now sell down around \$11.50 to \$12. Some highly-bred 1300-lb. cattle at the latter price today cost about \$12.25 per cwt. when laid down at their Iowa feedlot and, while not strictly finished, had been on full feed, according to their shipper, about seven months. Plain but well fattened 1400-lb. corn-fed steers have sold as low as \$10. Feeder competition has helped to hold some of the cattle now selling around and below \$9 within possibly 50c of last week's closing prices, but kinds not possessing the quality to attract good feeder competition are often selling at a dollar or more decline when having to clear for slaughter. The proportion of butcher stock in the run has been rather light and most of the cows and heifers are selling close to last week's closing price levels, although demand for fat kinds is very narrow. Cannery and cutters have sold readily throughout and will average 10 to 15c higher than late last week. Most of the bologna bulls have worked down to a \$4.50 to \$5.25 basis and \$12 looked an outside price for veal calves late today. Western range steers have declined unevenly but less severely than medium and good natives. Bulk of the range steers here this week sold from around \$6.75 to \$8.25.

(Continued on page 45.)

ST. LOUIS.

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., Dec. 1.

We had another liberal supply of cattle this week, the count totaling right at 29,000 for the period. The extremely bearish reports from the Eastern beef markets, due in a large part to the unseasonably warm weather, has had a very depressing effect on prices. The market has ruled slow and draggy, and although there were spots where some strength was shown, the general trend is downward. At this writing all classes with the possible exception of a very few good cattle are 50c@1.00 lower for the first three days of the week. This establishes a new lower level than has been reached in a number of years. The top for the week was made on two cars of 1,500-lb. beeves which brought 13c. These cattle, however, were in a class by themselves, as there has been nothing else during the week that has sold within a dollar of this price. We are receiving a great many plain steers in fair flesh that range in price from \$6.50 @8.00, the best of these, together with medium fed steers, covers what we might call the bulk of our best killing cattle, the range for these is \$8.00@9.50. Cannery and inferior steers, including common and medium yearlings in the butcher class, range from \$3.50@5.75. Outside of a few fairly good heifers, the bulk of steers and heifers, mixed, range from \$5.50@7.25, with the straight heifers going at \$6.00@8.00. Butcher cows of medium to strong weight are quoted at \$5.50@7.50. There is a fair call for stockers and feeders, and the most of the steers this week look about in line with the close of last week, perhaps a little lower. Preference is shown for light stuff that can be bought from \$5.00@6.00. A very fair grade of feeders are bringing \$6.50@7.50.

The hog receipts this week total 82,000, and as for the past month or so, the quality can not be considered better than fair. Within the last three days a decided upturn in prices has taken place. At this writing we are around \$1.00 higher than a week ago. Today's quotations are: Mixed and butchers, \$10.60@10.80; good heavys, \$10.65@10.75; roughs, \$9.00@9.50; lights, \$10.60@10.80; pigs, \$10.00@10.75; bulk, \$10.55@10.75.

The sheep and lamb receipts for the week are 12,500. The quality is generally better this week than for some time past and prices have consequently taken an advance. The general lamb market is 50@75c higher, while the sheep are around 25c higher. Strictly good lambs are going to scale at \$11.75, while the bulk of the lambs are swinging around \$11.00. Best yearling wethers are worth around \$10.00, with the medium and heavier kinds ranging from \$9.00@9.25; fat sheep, \$4.50@4.75. The top price on sheep is being paid only for handy weight ewes, heavier she-stuff bringing \$4.50.

KANSAS CITY.

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Dec. 1.

Declines in the late market Tuesday took hog prices to a new low position for the year, and today trade started barely steady at that decline. Receipts were moderate but the indifferent demand for pork at the recent decline is causing indifference on the part of packers. Though cattle receipts were light, there was no improvement in demand and the market remained in a weak position and sharply lower than last week. Trade in sheep was quiet owing to light receipts. Receipts today were 5,500 cattle, 10,000 hogs, and 3,000 sheep, compared with 6,000 cattle, 11,000 hogs, and 1,300 sheep a week ago, and 15,500 cattle, 12,300 hogs, and 5,500 sheep a year ago.

Trade in beef cattle today was the

dullest in a good many months. Killers were indifferent because of the big break in prices in Chicago and eastward during the past two days. Quality was not very inviting. Salesmen fought a further decline, but finally sold at Tuesday's low level, and \$1.50 under last week. Some short-fed steers sold at \$8.50@9.25, and better grades at \$9.50@10.50. Grass steers brought \$5.50@8.50; cows sold mostly at \$4.50@5.50, and heifers, \$5.00@6.50. Veal calves were lower at \$6.00@12.50. There is no accounting for the present slack demand. All markets are in the same condition and while receipts are decreasing there is no evident concern on the buying side. Chicago this week has declined \$2.50@3.00 a hundred pounds, and it looks like as soon as show and Christmas cattle there are disposed of this week that the market will be on the basis of \$9.00@11.00 for fed steers.

Hog prices today were steady at Tuesday's average. The top was \$9.90 and the bulk of the offerings sold at \$9.50@9.80. Late Tuesday prices broke sharply and on the close best hogs sold at \$9.60. On the close today trade was active with prices the best of the session. Receipts are not as large as had been expected, but dull demand for pork and pork products is keeping the general situation bearish. Pigs and stock hogs sold readily at \$8.50@9.50.

Trade in sheep was fairly active with the bulk of the offerings bringing strong prices, and some choice fat lambs at slightly higher levels. The best lambs sold at \$11.50@11.75. No choice fat sheep arrived. Trade in stock, feeding and breeding grades was quiet.

OMAHA.

(Special Letter to The National Provisioner.)

South Omaha, Nebr., Dec. 1.

A very decided letup in cattle receipts this week has tended still further to check the declining trend of values, but even the light receipts have failed to bring about any material improvement in the market. Killing stock of all kinds is selling the lowest of the season, in fact the lowest it has sold in three or four years. Quite a few warmed-up steers are showing up in the offerings and they sell all the way from \$7.00@11.00, the bulk of the fair to good beef around \$8.00@9.50. On the belated Western range steers there is very little competition from feeder buyers and prices range from \$6.00@10.00, the bulk selling around \$7.50@8.50. Outlet for cows and heifers continues very unsatisfactory. Choice corn-feds are quoted up as high as \$7.00@8.00, but aside from these the range is practically from \$3.00@7.00, with fair to good butcher and beef stock largely around \$5.00@6.00.

Hog values have shown a little rebound this week but at that the market is only about a quarter above the low time of the year. Receipts have not been at all heavy and quality has been very good as a rule while demand from both shippers and packers has been fairly satisfactory. Opinions seem to be about even in the trade as to whether prices are going lower or higher and at present it is anybody's guess. Light and butcher weight hogs still command top prices and the range is very narrow and quality rather than weight determines the selling prices. With about 9,000 hogs here today the market was a quarter lower. Tops brought \$10.00 against \$9.80 on last Wednesday and bulk of the trading was at \$9.50@9.75, against \$9.25@9.75 a week ago.

Fat sheep and lambs have developed quite a little strength this week owing largely to the very limited offerings. Demand from packers has been better of late and the low levels at which feeders are selling have attracted quite a few country buyers so that the movement has been fairly brisk. Fat lambs are quoted at \$10.00@11.00; yearlings, \$7.00@8.50; wethers, \$5.00@6.50; and ewes, \$4.00@4.50.

ICE AND REFRIGERATION

ICE NOTES.

The Newkirk Ice Company will erect a plant at Newkirk, Okla.

J. B. Gilbert will establish an ice and cold storage plant at Paris, Mo.

An ice plant will be installed by the Tulsa-Ozark Club, at Tulsa, Okla.

A. J. Nye, of Orlando, Fla., will establish an ice station at Haines City, Fla.

The construction of a cold storage plant is being considered at Hallettsville, Tex.

The Edmond Ice Company, Edmond, Okla., will increase the capacity of their plant.

The Home Ice Company, Laredo, Tex., will make a number of plant improvements.

Several plant improvements are to be made by the Walters Ice Company, Walters, Okla.

N. Hutchens and J. C. Ault will establish a 10-ton daily capacity ice plant and creamery at Cassville, Mo.

The Central Texas Grocery Company, Corsicana, Tex., will erect a \$20,000 cold storage plant.

The City Ice Company, of Cincinnati, Ohio, will build a \$30,000 ice factory at Covington, Ky.

The Kingsville Ice and Milling Company, Kingsville, Tex., will double the capacity of their plant.

The Shreveport Ice and Brewing Company, Shreveport, La., will expend \$100,000 on plant improvements.

A. O. Berglin, Fairhope, Ala., will enlarge his ice plant to 20 tons daily capacity and install a raw water system.

The construction of a cold storage plant

is contemplated at Salem, Mo., by Dr. Tomlinson.

The Clover Farm Dairy Company, Memphis, Tenn., will erect a dairy and ice cream plant at a cost of \$250,000.

The Irvington Public Utilities Company has been incorporated at Irvington, Ala., and will erect an ice and canning plant.

A \$70,000 ice storage plant is to be built by the Ice Delivery Company, Seattle, Wash.

The Winnsboro Ice and Light Company has been incorporated at Winnsboro, Tex., with a capital of \$60,000.

The Burton Ice and Manufacturing Company, Beaufort, S. C., have increased their capital from \$50,000 to \$75,000.

The Sidebottom Ice Cream Company, Sheffield, Ala., will improve their plant and install a complete refrigeration system.

A refrigerating outfit will be installed by the city of Columbia, S. C., in connection with the new abattoir which is to be built.

An ice and cold storage plant will be erected by the Farmers' Co-operative Exchange, Hardin, Mo., on a site which has been purchased.

Damage estimated at \$1,000 was caused by a fire which destroyed the icehouse on the estate of Frank R. Leib, at New Cumberland, Pa.

New cold storage facilities have been added to the docks at Bristol, England, bringing the total storage capacity at that port to about 800,000 cubic feet.

The Augusta Ice and Storage Company has been incorporated at Augusta, Ga., with a capital of \$150,000. The incorporators are F. H. Barrett, D. Slusky and Wm. E. Bush.

"EAT-MORE-MEAT" CONFERENCE.

(Continued from page 20.)

co-operate with one another to the full extent of our capabilities.

If we do this, we can make the consumer understand that what we propose will be to his benefit also. We can make him realize that a continuance of the present tendency toward constantly decreasing consumption of meat means a tendency toward a constantly decreasing production of livestock. This combination, since population is growing steadily, would mean permanently rising prices—rising prices which would benefit no one, since there would be fewer animals and less meat to sell at the advancing figures.

Says Trouble Is with Retailer.

At the risk of injecting a disturbing note in our otherwise harmonious meeting I want to state that in my opinion the chief trouble with the consumption of meat lies in the retail markets. Perhaps I err in my conclusions, but certain facts must be controverted before I am convinced.

Man as a meat-eating individual cannot be so quickly weaned from the food so essential to the human race. His abstinence is from necessity and not from choice. Restore normal conditions in the retailing of meat and normal consumption will be automatically restored.

Perhaps this condition may not be due to what has been popularly classed as profiteering, and I am willing that it shall be classed as arising from a different cause. Let us give the retailer the benefit of the doubt and charge him merely with the lesser evil of improper merchandising methods, wasteful handling and overloaded overhead. The choice of a name is immaterial for the consumer, after all, must pay the bill.

Let me illustrate my charges by reference to some actual cases, since "glittering" generalities serve no good purpose. For this purpose I shall refer to the sales of standard hams and bacon of uniform

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Industrial Plants — Correspondence Invited.
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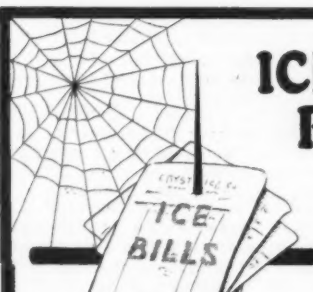
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TO USERS OF *York* Mechanical Refrigeration

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The constant, low temperature, produced by Mechanical Refrigeration, quickly chills and preserves the meats placed in the coolers at their best.



YORK MANUFACTURING CO.

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(Ice Making and Refrigerating Machinery Exclusively)



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For Refrigerating and Ice Making. Because nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

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is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. Send for Free Booklet.

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Boston—G. W. Goerner, 40 Central St.
Buffalo—Central Supply Co.
Chicago—Ernst O. Heinsdorf, 1004 Cunard Bldg.
Cleveland—General Cartage & Storage Co.
Jacksonville—St. Elmo W. Acosta.
Mexico, D. F.—Ernst O. Heinsdorf.

Newark—American Oil & Supply Co.
New Orleans—O. E. Lewis Co., Inc., 638 Camp St.; United Warehouse Co., Ltd., 815 Fulton St.
New York City—Roessler & Hasselacher Chemical Co., 709 Sixth Ave.
Norfolk—Henry Bower Chemical Mfg. Co., Agency, First & Front Sts.
Philadelphia—Henry Bower Chemical Mfg. Co.

Pittsburgh—Pennsylvania Transfer Co., Duquesne Freight Station; Pennsylvania Brewers Supply Co., Union Arcade Bldg.
Providence—Rhode Island Warehouse Co., Edwin Knowles.
Richmond—Bowman Transfer & Storage Co.
Rochester—Rochester Carting Co.
Savannah—Benton Transfer Co.
Toledo—Moreton Truck & Storage Co.
Washington—Littlefield, Alvord & Co.

quality and trim. When fresh meats are used the retailer invariably has the better of the argument, because of the many grades of fresh meats and the wide range in prices. Any one of the several standard brands of hams and bacon, may, however, be used in such a comparison. Let me explain that I have a complete record to substantiate every charge made, and to also substantiate a great many others of similar import.

On this particular day—and this was less than a week ago—Armour's "Star" hams were wholesaling at 29 cents when over 12-lb. average, and their bacon 36 to 38 cents when over 8 lbs.

Department Store Biggest Profiteer.

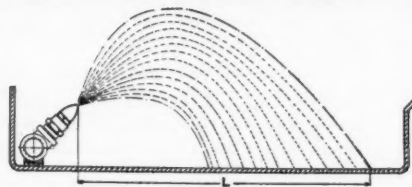
In a dozen markets in Chicago I found Armour's whole "Star" hams retailing at from 33 to 37 cents per pound, while the sliced price ranged from 49 to 70 cents per pound. The margin between the sliced price ranged from 4½ to 33 cents per pound. The latter figure, by the way, was at a large loop department store, whose whole ham price was 37 cents and the sliced price 70 cents. Only a difference of some 89 per cent to take care of retailing overhead.

Obviously there is more or less waste in the slicing of hams, and the butt and shank are generally disposed of at a much lower price. This fact, however, is not a justification for such a range of margins, and certainly the merchandising system of two of our large loop department stores does not justify a difference of only 2 cents per pound on whole hams and 10 cents on the same hams sliced.

Coming now to the "Star" bacon: I found the minimum price quoted was 38 cents to 55 cents by the piece at a large loop department store. The sliced price ranged from 43 to 65 cents. The margin between piece price and sliced price ranged from 5 cents to 10 cents. This margin appears reasonable if they would but apply it to more reasonable base prices.

How Prices of One Firm Varied.

One amusing fact disclosed by my investigation was the situation with respect to one concern operating several retail



"SPRA-RITE"

THE "TWO-VANE" BRINE SPRAY NOZZLE

Leading packers everywhere employing brine spray nozzles for hog and beef coolers have adopted "SPRA-RITE" Brine Spraying Equipment by reason

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SAVE MONEY

On Your Methods of Cooling and Refrigeration

You can do it by having a **BAKER REFRIGERATING SYSTEM** installed. **BAKER** systems are manufactured in sizes that vary from one to fifty tons capacity daily; and they are positively the best available for your purchase today.

They operate at practically no upkeep expense what-

ever; yet they give absolutely the highest degree of efficient service. They are simple in design and construction; and have few working parts; moreover, you will find that the **BAKER SYSTEM** is far more economical than the old-time system of using natural ice for cooling purposes.

WE MANUFACTURE SPECIAL REFRIGERATION SYSTEMS for groceries, meat markets, hotels, restaurants, and cold storage plants. **SEND AND GET OUR FREE BULLETIN NO. 42D** and particulars in detail regarding the kind of refrigeration system you want.

Baker Ice Machine Co.

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THE WORLD OVER.

INSULATION MUST BE GOOD TO OBTAIN SATISFACTORY RESULTS

"AND YOU CAN'T BEAT CORK!"

THAS A FACK—BRACK an MACK

OUR BOOKLET WILL INTEREST YOU. WRITE US

THE UNION INSULATING CO. Great Northern Building CHICAGO

markets with three in the loop. I found these loop stores doing business under substantially similar conditions, and yet their price on "Star" hams by the piece showed a 5 cent variation, and the sliced price 11 cents. "Star" bacon by the piece ranged from 38 to 54 cents, and sliced ham from 43 to 62 cents.

Surely their purchases made at one time and at one price would justify no such variation, and surely the management would not tolerate such a variety of retail merchandising as would warrant this range. Wages and rentals were practically identical at each of the three loop locations, so how are we to account for the difference?

Gentlemen, the facts cannot be camouflaged, and it is time the consumer learned that our retailers, who so closely followed the rising curve of prices, are not following the downward trend. Their obstinate disregard of the falling prices is adversely affecting consumption, and only driving our livestock prices still lower. The unhappy result of this condition is that the producer is compelled to sacrifice his stock at pre-war prices, and yet the consumer is not deriving the benefit of this sacrifice.

As a producer's representative I feel justified in demanding a more equitable distribution of this cost of readjustment. As a consumer I am justified in demanding a share of the benefits flowing from this readjustment.

If a better education in modern retail merchandising is necessary to correct this problem, then by all means let us have it. If the consumer is innocently and ignorantly wasting money in paying unreasonable prices for certain grades or cuts, let us educate him out of that idea before he is a confirmed addict to the double refined sawdust diet.

Tell Consumer Facts About Prices.

The least that can be done is to let the consumer know just what the wholesale prices are and let him then be the judge as to a proper margin. The war is over so far as livestock prices are concerned, so why should retail meat prices be maintained at war-time level? Get these down to a reasonable basis, and Mr. Ultimate Consumer will forsake his forced diet of pre-digested paper pulp for the more healthy red meat of by-gone days.

Statistics show that our wholesale meat prices are practically at the 1914 level but show me where the retail prices have thus reacted. One of two things must be the fact, viz., either the marketing margin has advanced to an undreamed-of basis, or there is a wide unexplained difference about which the consumer is entitled to full information.

From the other addresses, you can form a comprehensive idea of the specific phases of the task we propose to undertake. The primary thought which I wish to leave with you is the necessity of working strenuously and working together on this problem that concerns all of us so seriously.

The National Live Stock Exchange offers its full co-operation in your efforts. It believes these efforts should be thoroughly organized on some plan which would encompass all phases of the problem. As I view the matter, there are several distinct directions in which we must proceed.

Must First Answer Meat Critics.

First, there is the necessity of answering completely all of the adverse criticism of meat. This is no amateur's job. It requires training in educational publicity and training in food economics. Those who criticize meat have been unfair, but their unfairness has taken a subtle form. Their propaganda has been carefully phrased, with verbal loopholes tucked into it at every point. From sound food economics they have selected just those elements which fit their case. By ignoring all other elements and by twisting slightly the real facts, they have put into effect a hostile campaign not easy to nullify.

Consequently, whatever body is created here will need the full time of one or more well-compensated experts.

In the second place, there are still in existence the remnants of several conservation campaigns conducted by various governmental agencies. Much of the material issued by these agencies is of the sort calculated to reduce meat consumption. Such a purpose no longer is needed, but is actually damaging to the country as a whole. Steps should be taken to see that all governmental material tending to reduce meat consumption is discarded and that no more be issued.

Insist on Government Fairness.

Thirdly, we should stress the fact that certain federal bureaus—such as the office of home economics and dairy division of the United States Department of Agriculture—have co-operated vigorously with agencies striving to substitute other foods for meat. We should insist that the Bureau of Animal Industry, the office of home economics, the states relations service, the office of information, the meat inspection division and other appropriate divisions follow the precedent thus set, and co-operate with the meat and livestock industry to increase meat consumption.

If the government can sing the praises of milk it can also point out the merits of meat. If the Treasury Department and the Bureau of Education could preach conservation when the food of the country required it, there is perhaps no reason why they should not preach increased consumption when the progress of the livestock industry and the good of the country require it.

Fourthly, there is the need for affirmative educational material. The decreasing tendency in meat consumption may be checked, but it cannot be adequately increased by merely correcting the erroneous information which has been circulated concerning beef, pork and mutton.

It is easy to see, gentlemen, that no small task confronts us. If you can form a national organization representing producers, livestock exchanges and packers which can cope adequately with this problem, it will be one of the most constructive accomplishments ever effected by the meat and livestock industry. The organization which you create will find its work covering extensive and complicated functions.

It will involve retail problems, complaints of trade practices on the part of the consumer which, when uncorrected, reduce his consumption; complaints against the packer on the part of the retailer, which, if not adjusted, make him less eager to sell meat or more ready to knock meat to the consumer. It will also involve culinary information and the collection of data on subjects ranging from recipes for pot roast to the temperature of fireless cookers.

If we are going to convince the consumer of the full merits of meat and persuade him to eat more of it, we must make it easy for him to buy meat wisely, to cook it properly and to get the most out of it. We must interest him in meat and make him an advocate of meat. We must iron out all trade practices, whether on the part of the retailer, the packer, the commission firm or the producer, which tend to set up dissatisfactions that can in any way be interpreted by the consumer adversely to meat.

A Strong National Body Needed.

If you can shape and create here some strong national body which is capable of handling all of these problems; which can know all there is to know about meat and spread its knowledge among the people; which can function effectively both as to defensive and constructive efforts; which can meet criticism of meat and interpret the merits of meat; that can really be the champion of every interest in the meat industry; if you can shape and create such an organization, I say, it will be the

greatest achievement ever effected by the groups represented here.

In the past we learned to fight one another, and every group here can testify that every factor in the meat and livestock industry is a good fighter. There is, then, no measure of how much we can accomplish when we go out to fight—for meat, the thing in which we are all interested, and on which our prosperity depends. If we'll fight for meat, there will be plenty of other matters left over which we can, if we choose, fight among ourselves.

In conclusion, I should like to acknowledge my respect for the mind which not only could conceive the importance of an "eat-more-meat" movement, but also could proceed to get something done about it. I think we all realize the necessity, but it remained for your chairman to translate our feeling into action.

I thank you for giving the livestock exchange an opportunity to participate in your deliberations.

New York Meat Dealers Offer Support.

At the conclusion of Mr. Brown's remarks the presiding officer read a telegram which he had just received from the allied Retail Butchers' Associations of Greater New York. This telegram said the retail interests of the metropolis heartily favored a campaign along the lines indicated in the notice of the meeting which had been sent out, and pledged the support of these interests in New York toward making such an effort a success.

Reading of this telegram was greeted with applause. New York retail meat dealers have taken the lead in seeking co-operation with other interests toward the settlement of all existing problems.

Views of a Livestock Producer.

The presiding officer next called upon a stock raiser to express his views, and introduced Mr. Frank D. Tomson, representative of the American Shorthorn Breeders' Association.

Mr. Tomson said the livestock industry was in a bad fix. Raisers of meat animals could not get their product to the consumer at a price the latter could afford to pay, or at a figure that would reimburse the producer. Livestock raisers were not so much interested in the causes of decrease in meat consumption, he said, as they were in the way to check it and to stimulate consumption.

The speaker favored a modest, intelligent, informative educational campaign—not propaganda, but the putting forth of the full facts to disabuse the mind of the consumer of many of the false notions implanted in them by anti-meat propaganda. "We need to draw public attention," said he, "to the basic part that meat plays in the diet of our people." People have been educated away from meat consumption, in a measure; let us lead them back to it." He pledged the support of cattle interests in this effort.

L. L. Heller, assistant secretary of the National Wool Growers' Association, was introduced as a man who had had experience in a similar campaign. He told of the plan and execution of the "Eat More Lamb" campaign of a year ago. He said that such an effort must be sustained and not spasmodic, and that it must be educational in the fullest sense. He reviewed the advertising campaigns of food interests which have "knocked" meat, and said that

(Continued on page 49.)

FOR PURCHASING DEPARTMENTS

NEW MOTOR TRUCK STANDARDS.

The motor truck members of the National Automobile Chamber of Commerce, in a general session recently held at New York, adopted new standards for body weight allowances, gross weight, chassis, body and freight load, and the standards committee's recommendations on speeds. Under the new standards, demonstration charges for commercial vehicles embodied in standards adopted in 1912 are eliminated. The recommendations of the standards committee follow:

"We recommend the following changes in the original standards adopted in 1912 for motor trucks by the National Automobile Chamber of Commerce:

Standard Speed Rating. We recommend that the present table (1912 Standards) be eliminated and that the following table be adopted:

Gross Weight, Chassis, Body and Freight Load.	Speed, Miles Per Hour.
Pneumatic tires up to—	
28,000 lbs.	25
Solid rubber tires, up to—	
4,000 lbs.	25
8,000 lbs.	20
12,000 lbs.	18
16,000 lbs.	16
20,000 lbs.	15
24,000 lbs.	15
26,000 lbs.	15
28,000 lbs.	15

Note—These speed ratings should be recognized by the manufacturer as the maximum and not exceeded under any conditions. The manufacturer should stamp on the truck caution plate the actual maximum speed with load for which the truck is built and beyond which the truck is not guaranteed.

Standard Body Weight Allowances for Motor Trucks.—We recommend that the present table (1912 Standards) be eliminated and that the following table be adopted:

Load Tons	Body Weight Allowance, Pounds.
1-ton—1½-ton	1,200
2-ton—2½-ton	1,500
3-ton—3½-ton—4-ton	2,000
5 ton and over	2,500

We recommend that no change be made in the note which now accompanies the table on standard body weight allowances.

Standard Caution Plate for Motor Trucks.—Committee recommends that the present form of plate should be retained, and that the six foot-notes should be retained with the exception of the note headed "Speed Rating" which should be revised to read as follows: "The figures given in the table headed "Standard Speed Ratings for Motor Trucks" should be recognized by the manufacturer as the maximum and not exceeded under any condition. Manufacturer should stamp on the truck caution plate the actual maximum speed with load for which the truck was built and beyond which the truck is not guaranteed."

As stated above truck manufacturers should be responsible for six of the weights which are called for on this plate, as follows: Freight load capacity, standard; Body weight allowance, standard; Weight of chassis, standard, actual; total weight, chassis body and load, standard.

The truck manufacturer, his distributor, dealer, or agent should be made responsible to see that the body is weighed and that the plate is stamped: Freight load capacity, actual; body weight allowance, actual.

STAR BRASS WORKS EXPANDS.

The Star Brass Works, 3114-26 Carroll avenue, Chicago, Ill., manufacturers of spray cooling systems, have established a Pacific Coast office in charge of Mr. L. M. Page, Rialto building, San Francisco. This addition to the organization was made necessary by the rapidly expanding business of the company on the Pacific Coast, where its products are becoming increasingly well known.

NEW PACKING PLANT FOR SOUTH.

The Seacoast Packing Company has completed plans to erect a modern packinghouse at Beauford, S. C. This will have a capacity of about 50 cattle and 100 hogs per day to start, and will be expanded later to about twice this capacity. The machinery and equipment are modern in every way, and most of the units are individual motor drive. The Brecht Company of St. Louis, Mo., have the contract to furnish the entire machinery and equipment.

"BOSS" DEHAIRERS BY EXPRESS.

With plenty of hogs to slaughter, "Boss" hog dehairers, which clean hogs fast, clean and white, are very much in demand, the manufacturers report.

To avoid having their "Boss" dehairer delayed in transit, the Brighton Dressed Meat Co., Boston, Mass., instructed the manufacturers, The Cincinnati Butchers' Supply Co., to ship the machine by express to their abattoir at Brighton.

In November, 1919, J. J. Kelly & Co., of Brighton, Mass., had their "Boss" dehairer shipped by express.

YORK REFRIGERATING EQUIPMENT.

Recent installations of ice-making and refrigerating machinery and equipment are reported by the York Manufacturing Co., York, Pa., as follows:

Boyle Ice Co., Larrabee street, near Chicago avenue, Chicago, Ill.; one 154-ton and one 75-ton vertical single-acting high speed semi-enclosed refrigerating machine, with direct motor mounting, together with condensing side complete, also a 120-ton York improved raw water flooded freezer system complete, and two additional 400-lb. quadruple rocking can dumps.

Salisbury Ice & Fuel Co., Salisbury, N. C.; one 30-ton York improved raw water flooded freezing system complete.

Roanoke Ice & Fuel Co., Rosemary, N. C.; one 15-ton flooded freezing system complete, and miscellaneous equipment and apparatus for overhauling their plant.

Virginia Ice & Freezing Corp., Ocean View, Va.; two 25-ton vertical single-acting belt-driven enclosed refrigerating machines and condensing side, also a 30-ton York improved raw water, flooded freezing system and 1,100 feet of 2-in. direct expansion piping for ice storage.

Person Ice & Fuel Co., Louisville, N. C.; two 16-ton vertical single-acting belt-driven enclosed refrigerating machines and condensing side, also the necessary material and apparatus to change their 18-ton York freezing tank to operate on the York low pressure air drop pipe raw water system.

The Crystal Ice Co., Ltd., of Beaumont, Texas, have added to their York refrigerating equipment one York 68-ton verti-

cal single-acting high speed belt-driven enclosed refrigerating machine and one 16-in. x 9-ft. vertical ammonia drier-cooler-purifier.

Citrus Soap Co., San Diego, Calif.; one 19-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

Neipp Meat & Provision Co., Blythe, Calif.; one 4-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

J. R. LeCyr, meat market, Taft, Calif.; one 2½-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

Weimer Packing Co., Wheeling, W. Va., have added to their refrigerating equipment one 8-ton York enclosed refrigerating machine and high pressure side complete.

Taylor Produce Co., Kalamazoo, Mich.; one 15-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

T. G. Ivey, produce plant, Murfreesboro, Tenn.; one 16-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

The Conrad Mercantile Co., of Conrad, Mont., have added to their York refrigerating equipment one 7-ton York vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

Ottawa County Ice Co., Miami, Okla.; one 12-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

R. N. Katz Packing Co., Minneapolis, Minn.; one 10-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

LaGrange Packing Co., LaGrange, Ga.; one 8-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

Myers & Theil, produce storage, 608 Third avenue, Minneapolis, Minn.; one 8-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

Adam Bonser, meat market, Pocono Summit, Monroe county, Pa.; one 2-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

Illinois Farmers Packing Co., Ottawa, Ill.; one 35-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete, including flooded atmospheric ammonia condensers.

New Haven Beef Co., New Haven, Conn.; one 12-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete.

Alexander & Links, wholesale meat and provision dealers of New Haven, Conn., have added to their York refrigerating equipment one 4-ton vertical single-acting belt-driven enclosed refrigerating machine and high pressure side complete. All of York manufacture.

Portsmouth Cotton Oil Refining Co., Portsmouth, Va.; four coils of atmospheric oil coolers, each 18 ft. long, 18 pipes high, of 2-in. pipe.

The Mound City Crystal Ice Manufacturing & Coal Co., of Mound City, Ill., have added to their York refrigerating equipment a 15-ton York flooded freezing system.

Independent Ice Co., Wilmington, N. C.; four 300-lb. single automatic rocking can dumps, two 300-lb. York can fillers and one 30-in. x 10-ft. vertical ammonia drier-cooler-purifier.

C. Klink Packing Co., East Buffalo, N. Y.; 8,500 ft. of 2-in. full weight direct expansion piping.

Chicago Section

Packers' purchases of livestock at Chicago the first four days of this week totaled 37,067 cattle, 102,526 hogs, and 39,812 sheep.

George W. King of Boston, the lard and provision broker, who claims a proprietary interest in most of New England, was in Chicago again this week on a flying business trip.

Swift & Company's sales of carcass beef in Chicago for the week ending Saturday, November 27, 1920, on shipments sold out, ranged from 8 to 27 cents per pound and averaged 14.50 cents per pound.

Carl M. Aldrich, vice-president of the Morton-Gregson Company, Nebraska City, Nebr., risked the draughts of the Windy City on his unprotected dome last Saturday while he took in the stock show.

Thomas E. Wilson entertained 300 boys and girls, members of agricultural clubs from various states, at the Wilson & Company plant last Wednesday. This was the fifth annual dinner and entertainment given by Mr. Wilson for the boys and girls.

Friends of Fred Dryfus, of the Dryfus Packing Company, Lafayette, Ind., will be glad to know that he is reported out of danger after undergoing a recent serious operation. His condition was critical at one time.

Among the out-of-town visitors to Chicago this week were C. P. J. Kroeck, of Cudahy Brothers Company, Milwaukee, Wis.; Ernest Arwitz, of the Dryfus Packing & Provision Company, Lafayette, Ind., and M. T. Morgan, of the Lake Erie Provision Company, Cleveland, Ohio.

Howard R. Smith of Baltimore, Md., president of the Jones & Lamb Company and vice-president of the Institute of American Meat Packers, was in Chicago over the week end. Other visitors included Myron McMillan of St. Paul, E. C. Merritt

of the Indianapolis Abattoir Company, W. H. Gehrmann of Kohrs Packing Company, Davenport, Iowa, J. J. Felin of Philadelphia, all of whom are directors of the institute. Vice-president S. T. Nash of Cleveland was also in the city.

Shipments of provisions from Chicago for the week ending Saturday, November 27, 1920, were as follows:

	Same week	Last week.	last year.
Cured meats, lbs.	17,462,000	23,347,000	
Lard, lbs.	8,919,000	12,512,000	
Fresh meats, lbs.	21,372,000	70,701,000	
Pork, bbls.	1,112	1,675	
Canned meats, cases.	19,460	22,181	

Receipts for the week were: Cured meats, 877,000 lbs.; fresh meats, 14,113,000 lbs.; lard, 2,137,000 lbs.; pork, none.

DEMURRAGE PAYS WAR TAX.

By a decision of the Treasury Department rendered this week war tax must be paid on demurrage, which heretofore has not been figured in on freight taxes. This same ruling also revises the rule with regard to storage so that the tax will not attach to storage accruing after notice of arrival has been given and reasonable time for removal of goods has been allowed. Charges accruing after the expiration of a reasonable time for removal will not be subject to the tax measure. Transportation is considered as having ended after such reasonable time.

WOULD FINANCE EXPORT TRADE.

The first comprehensive plan for financing the American export trade on a huge scale will be considered at a meeting in Chicago next week of representative bankers and business men from all parts of the country. This meeting, which has been called for Dec. 10 and 11 by the American Bankers' association, is for the purpose of organizing a \$100,000,000 foreign trade financing corporation under the provisions of the Edge law.

It is the purpose of the proposed corporation to enlist a wide membership of

banks and business corporations throughout the country, each federal reserve district furnishing its pro rata portion of the capital. Then the corporation would accept long term obligations and make its cash readily available to the American producer, who could sell his products abroad. The corporation would issue its own interest bearing debentures against its holdings of foreign obligations and would sell such debentures to American investors. In this way its capital could be turned over time and again.

CHICAGO MEAT TRADE CONDITIONS.

The weekly review of meat trade conditions at Chicago by the United States Bureau of Markets is as follows:

Demand for all kinds of meat has continued slow throughout the week and prices have continued to decline more especially on beef and veal.

A few choice corn-fed steers that were offered attracted little attention. The bulk of the steer offering consisted of common and medium Western grassers and short-fed natives which sold from \$12 to \$19. A grade better which was a fairly desirable quality for the better retail shop brought around \$20 to \$22. The bulk of the cow offerings were of common to medium grade, selling from \$11 to \$13. Western grass cows sold very unevenly at times, at a range from \$8.50 to \$10. The decided bearishness of the buyers required every effort on the part of the sellers to move their stock even at lower figures. Little interest has been shown in bulls. The demand has been narrow, but sellers have held their prices steady with a week ago. The liberal supplies of kosher beef, under a slow demand, have weakened generally \$1 from a week ago. A few choice cuts have reached high spots, but the volume of such sales was of little consequence to the general trade.

Calves have moved slowly, the demand being narrow. Few strictly choice calves have been offered, the bulk of the stock being western and common to medium grade native. A general decline of \$2 is registered for the week.

The quality of the moderate supply of lamb has been generally good, and strong in weight. Prices have held steady with a little stronger feeling toward the week's end.

The moderate offerings of mutton moved fairly well and last week's closing prices have held steady.

While prices of pork have fluctuated to some extent, they have not shown the unevenness that existed last week. There has been no excessive accumulation and stock has been kept moving at prices from \$1 to \$3 lower than a week ago.

Compared with last Friday common steers, steady, other grades mostly \$2 lower. Cows steady to \$2 lower. Veal mostly \$2 lower and lamb and mutton steady. Pork loins steady to \$1 lower, skinned shoulders \$2 lower, Boston butts \$2 to \$3 lower, and spareribs \$1 lower.

There will be a moderate carry-over of beef and a light carry-over of calves and lamb, with pork well cleaned up.

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**UNION STOCK YARDS
CHICAGO**

CHICAGO LIVESTOCK MARKETS.

(Continued from page 39.)

Chicago hog receipts for the first four days this week at about 136,000 are practically the same as similar period last week, which included the Thanksgiving holiday. The ten-market total for the week thus far at around 455,000, is about 25,000 short of like period a week ago and approximately 93,000 less than corresponding period a year ago. This diminution in receipts, after the severe breaks of last week, and good shipping orders from the east, resulted in a higher market this week, despite the resistance of most of the big packers. The market closed today 25 to 40c higher than Friday of last week. Good and choice hogs of all weights are now selling practically on a parity, with the exception of light lights and sell within a comparatively narrow range measuring about 15c. Pig receipts fell off considerably this week, and with demand active, showed 25 to 40c advance also. The bulk of good and choice 80 to 130-lb. pigs sold today at \$10.10 to \$10.35 with desirable 20 to 50-lb. pigs as high as \$14 to \$14.50.

Under stimulus of light receipts at Chi-

BONE CRUSHERS



WILLIAMS

Williams Bone Crushers and Grinders are not alone suitable for grinding bone for fertilizer purposes, they are also suitable for crushing bone for glue and case hardening purposes. Every packer having to dispose of his bone whether Green, Raw, or Junk and Steamed bone, will do well to get in touch with Williams.

Williams machines are also suitable for Tankage, Cracklings, Beef Scrap, Oyster and Clam Shells, and any other material found around the packing plant requiring crushing or grinding.

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cago and elsewhere, coupled with active shipping demand, fat lambs advanced unevenly this week, today's prices being about \$1.50 above the close last week. Choice native lambs which closed last week at \$11.50 brought \$13 today, being the highest since November 3. The comparatively small receipts included very few loads of choice lambs, with the result that the few desirable loads were eagerly sought. Matured sheep failed to share the full strength of the advance shown on fat lambs, prices being only about 50c higher

for the week, although some heavy ewes today showed 75c gain over last week's close. An export order from Cuba strengthened the aged sheep market Thursday. Eastern order buyers and local killers were also good buyers. Fat ewes reached \$5.25 today, with the bulk of natives at \$4.50 to \$5. No strictly choice aged wethers have arrived this week, but handy-weight fed westerns are nominally quoted to \$7.25. Choice 83-lb. yearling wethers brought \$11 today, the highest in three weeks.

CHICAGO LIVE STOCK.

RECEIPTS.				
	Cattle.	Calves.	Hogs.	Sheep.
Monday, Nov. 22	28,846	3,408	50,658	47,044
Tuesday, Nov. 23	11,093	3,158	61,738	20,410
Wednesday, Nov. 24	9,911	1,173	22,928	13,262
Thursday, Nov. 25—Holiday				
Friday, Nov. 26	19,174	2,201	31,707	8,464
Saturday, Nov. 27	2,738	123	6,745	1,300

Total last week	71,782	10,123	173,776	96,480
Previous week	111,906	15,281	173,502	106,213
Year ago	85,313	16,404	204,960	94,225
Two years ago	162,387	9,621	221,979	126,504

SHIPMENTS.

Monday, Nov. 22	6,329	488	4,379	9,243
Tuesday, Nov. 23	6,991	217	6,479	8,812
Wednesday, Nov. 24	7,957	79	4,065	12,871
Thursday, Nov. 25—Holiday				
Friday, Nov. 26	6,481	88	5,249	12,518
Saturday, Nov. 27	2,268	321	3,101	808

Total last week	30,036	1,226	23,273	44,252
Previous week	42,979	1,331	19,957	37,440
Year ago	24,517	2,149	25,749	20,395
Two years ago	35,132	1,214	2,522	22,218

Total receipts at Chicago for year to Nov. 27, 1920.	1919.	1920.
Cattle	2,840,188	3,129,317
Calves	689,550	685,959
Hogs	6,017,137	7,620,783
Sheep	3,649,436	4,761,209

Total receipts of hogs at eleven markets:			
Week ending Nov. 27	1919.	1920.	Year to date.
Previous week	700,000	700,000	25,370,000
Cor. week, 1919.	615,000	27,763,000	
Cor. week, 1918.	780,000	27,749,000	
Cor. week, 1917.	652,000	23,430,000	
Cor. week, 1916.	810,000	27,494,000	
Cor. week, 1915.	816,000	23,877,000	
Cor. week, 1914.	673,000	21,026,000	
Cor. week, 1913.	651,000	22,754,000	
Cor. week, 1912.	654,000	23,095,000	
Cor. week, 1911.	659,000	23,139,000	
Cor. week, 1910.	481,000	17,690,000	
Cor. week, 1909.	440,000	21,053,000	
Cor. week, 1908.	688,000	25,040,000	

Combined receipts at seven points for week ending Nov. 27, 1920, with comparisons:

	Cattle.	Hogs.	Sheep.
This week	215,000	512,000	205,000
Previous week	255,000	519,000	235,000
1919	311,000	490,000	215,000
1918	303,000	623,000	243,000
1917	291,000	490,000	186,000
1916	167,000	627,000	184,000
1915	198,000	612,000	228,000
1914	190,000	594,000	268,000

Combined receipts at seven markets for year to Nov. 27, 1920, with comparisons:

	Cattle.	Hogs.	Sheep.
1920	9,615,000	20,052,000	10,226,000
1919	11,200,000	22,481,000	13,069,000
1918	11,881,000	22,387,000	11,178,000
1917	10,343,000	8,947,000	9,157,000
1916	8,538,000	22,198,000	10,646,000
1915	7,276,000	17,965,000	10,173,000

Chicago packers' hog slaughter for week ending Nov. 27, 1920:

Armour & Co.	19,900
Anglo-American	8,400
Swift & Co.	19,600
Hammond Co.	10,500
Morris & Co.	16,600
Wilson & Co.	15,300
Royd-Lunham	9,000
Western Packing Co.	15,100
Roberts & Dake	6,600
Miller & Hottel	4,900
Independent Packing Co.	8,500
Brennan Packing Co.	4,600
Wm. Davies Co.	5,400
Others	14,200

Total	157,700
Previous week	160,700
Year ago	186,200

WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending Nov. 27	\$11.00	\$10.15	\$ 4.50	\$10.65
Previous week	11.25	12.20	5.10	11.60
Cor. week, 1919	14.90	13.30	8.80	14.65
Cor. week, 1918	15.05	17.75	9.85	15.10
Cor. week, 1917	11.00	17.55	11.85	16.60
Cor. week, 1916	10.30	9.55	8.30	12.15
Cor. week, 1915	8.60	6.50	5.95	8.80
Cor. week, 1914	8.50	7.00	5.50	8.80
Cor. week, 1913	8.15	7.65	4.50	7.90
Cor. week, 1912	8.05	7.60	4.50	7.30
Cor. week, 1911	7.90	6.13	3.55	5.75

CATTLE.

Choice to prime steers	\$14.00@16.25
Good to choice steers	12.00@14.00
Fair to good steers	9.00@12.00
Western steers	8.50@11.00
Yearlings, fair to choice	10.00@16.50
Good to prime cows	7.35@10.00
Fair to good heifers	9.00@11.00
Fair to good cows	5.00@7.25
Canners	2.75@3.85
Cutters	3.75@4.50
Bologna bulls	5.00@5.75
Veal calves	12.00@13.00
Heavy calves	7.00@9.00

HOGS.

Choice to light butchers	\$10.00@10.55
Medium weight butchers	10.00@10.50
Heavy butchers, 270-350 lbs.	9.80@10.30
Fair to fancy light	9.75@10.35
Heavy packing	9.50@10.00
Rough packing	9.00@9.75
Pigs	8.50@10.25

SHEEP.

Native lambs	\$11.00@13.00
Feed western lambs	10.00@12.75
Feeding lambs	9.50@11.00
Wethers	4.00@10.00
Yearlings	7.50@9.50
Ewes	3.00@5.25

CHICAGO PROVISION MARKET

Range of Prices.

SATURDAY, NOVEMBER 27, 1920.				
	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
Nov.	\$22.25	\$22.80	\$22.25	\$22.77½
LARD—(Per 100 lbs.)—				
Nov.	19.35	19.72½	19.37½	19.72½
Jan.	14.50	14.87½	14.47½	14.75
May	14.17½	14.42½	14.15	14.32½
SHORT RIBS—(Boxed, 25c more than loose)—				
Jan.	12.40	12.50	12.20	12.50

MONDAY, NOVEMBER 29, 1920.

PORK—(Per bbl.)—				
Nov.	23.00	23.10	22.55	22.60
LARD—(Per 100 lbs.)—				
Nov.	19.75	19.75	19.70	19.75
Jan.	14.85	14.95	14.75	14.80
May	14.50	14.50	14.35	14.40
SHORT RIBS—(Boxed, 25c more than loose)—				
Jan.	12.70	12.70	12.37½	12.37½

TUESDAY, NOVEMBER 30, 1920.

PORK—(Per bbl.)—				
Jan.	22.90	22.90	22.75	22.75
LARD—(Per 100 lbs.)—				
Nov.	19.70	19.75	19.65	19.75
Jan.	14.80	14.87½	14.77½	14.82½
May	14.35	14.40	14.32½	14.32½
SHORT RIBS—(Boxed, 25c more than loose)—				
Jan.	12.50	12.55	12.37½	12.37½

WEDNESDAY, DECEMBER 1, 1920.

PORK—(Per bbl.)—				
Jan.	22.50	23.35	22.50	23.25
LARD—(Per 100 lbs.)—				
Jan.	14.92½	15.25	14.92½	15.25
May	14.27½	14.70	14.27½	14.65
SHORT RIBS—(Boxed, 25c more than loose)—				
Jan.	12.35	12.70	12.35	12.67½

THURSDAY, DECEMBER 2, 1920.

PORK—(Per bbl.)—				
Jan.	23.50	24.20	23.50	24.00
LARD—(Per 100 lbs.)—				
Jan.	15.30	15.47½	15.30	15.45
May	14.75	14.90	14.70	14.92½
SHORT RIBS—(Boxed, 25c more than loose)—				
Jan.	12.95	13.20	12.95	13.10

FRIDAY, DECEMBER 3, 1920.

PORK—(Per bbl.)—				
Jan.	23.85	23.85	23.42	23.42
LARD—(Per 100 lbs.)—				
Jan.	15.35-30	15.35	14.90	14.90
May	14.85	14.85	14.35	14.40
SHORT RIBS—(Boxed, 25c more than loose)—				
Jan.	12.95	12.95	12.57	12.60
May	12.85	12.85	12.70	12.70

Watch Page 61
for
Business Chances

DRYERS AND CONTINUOUS PRESSES



For Tankage, Blood, Bone, Fertilizer, all Animal and Vegetable Matter. Installed in the largest packing-houses, fertilizer and fish reduction plants in the world. Material carried in stock for standard sizes.

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We Manufacture all kinds of Stockinette Cloth and Bags for Covering Meat

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Wynantskill Mfg. Company
TROY, N. Y.

CHICAGO RETAIL FRESH MEATS

(Corrected weekly by O. W. Kaiser, Sec'y, United Master Butchers' Ass'n of Chicago.)

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end	40	30	17
Rib roast, light end	45	32	19
Chuck roast	38	28	18
Steaks, round	45	32	28
Steaks, sirloin, first cut	54	40	31
Steaks, porterhouse	82	45	32
Steaks, flank	30	25	18
Beef stew	30	25	18
Corned briskets, boneless	35	25	..
Corned plates	25	18	13
Corned rumps	35	28	21

Lamb.

	Good.	Comm.
Hindquarter	38	27
Legs	40	30
Stews	18	14
Chops, shoulder	30	26
Chops, rib and loin	47	46

Mutton.

Legs	25	23
Stew	15	..
Shoulders	29	..
Chops, rib and loin	32	30

Pork.

Loins, whole, 8@10 avg.	25	@27
Loins, whole, 10@12 avg.	24	@26
Loins, whole, 14 and over	22	@23
Chops	24	@30
Shoulders	24	@25
Butts	26	@28
Spareribs	22	@22
Hocks	20	@20
Leaf lard	21	@21

Veal.

Hindquarters	25	@35
Forequarters	18	@25
Legs	28	@40
Breasts	23	@30
Shoulders	23	@32
Cutlets	23	@35
Rib and loin chops	35	@50

Butchers' Offal.

Suet	@.05
Shop fat	@.14
Bones, per 100 lbs.	@.35
Calf skins	@.10
Kips	@.8
Deacons, each	.75

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.	
Prime native steers.....	25 @26
Good native steers.....	23 @25
Medium steers.....	19 @22
Heifers, good.....	20 @25
Cows.....	15 @18
hind quarters, choice.....	10 @15
Fore quarters, choice.....	10 @15

Beef Cuts.	
Steer Loins, No. 1.....	45 @44
Steer Loins, No. 2.....	44 @43
Steer Short Loins, No. 1.....	43 @42
Steer Short Loins, No. 2.....	42 @41
Steer Loin Ends (hips).....	38 @35
Steer Loin Ends, No. 2.....	35 @32
Cow Loins.....	18 @25
Cow Short Loins.....	19 @23
Cow Loin Ends (hips).....	17 @17
Steer Ribs, No. 1.....	42 @42
Steer Ribs, No. 2.....	36 @36
Cow Ribs, No. 1.....	28 @28
Cow Ribs, No. 2.....	28 @28
Steer Ribs, No. 3.....	16 @16
Steer Ribs, No. 4.....	23 @23
Steer Ribs, No. 5.....	20 @20
Steer Chunks, No. 1.....	18 @18
Steer Chunks, No. 2.....	16 @16
Cow Ribs.....	14 @14
Cow Chunks.....	10 @10
Steer Plates.....	12 @12
Medium Plates.....	10 @10
Briskets, No. 1.....	18 @18
Briskets, No. 2.....	15 @15
Steer Navel Ends.....	11 @11
Cow Navel Ends.....	9 @9
Fore Shanks.....	7 @7
Hind Shanks.....	6 @6
Rolls.....	24 @24
Strip Loins, No. 1, boneless.....	30 @30
Strip Loins, No. 2.....	30 @30
Strip Loins, No. 3.....	20 @20
Sirloin Butts, No. 1.....	45 @45
Sirloin Butts, No. 2.....	35 @35
Sirloin Butts, No. 3.....	25 @25
Beef Tenderloins, No. 1.....	70 @70
Beef Tenderloins, No. 2.....	65 @65
Rump Butts.....	25 @25
Flank Steaks.....	35 @35
Boneless Chunks.....	12 @12
Shoulder Clods.....	20 @20
Hanging Tenderloins.....	14 @14
Trimming.....	14 @14

Beef Product.	
Brains, per lb.....	12 @13
Hearts.....	8 @9
Tongues.....	8 @8
Sweetbreads.....	57 @59
Ox-Tail, per lb.....	10 @11
Fresh Tripe, plain.....	10 @11
Fresh Tripe, H. O.....	10 @11
Livers.....	10 @11
Kidneys, per lb.....	8 @9

Veal.	
Choice Carcass.....	22 @23
Good Carcass.....	17 @21
Good Saddle.....	30 @32
Good Backs.....	18 @20
Medium Backs.....	10 @10

Veal Product.	
Brains, each.....	12 @13
Sweetbreads.....	67 @69
Calif Livers.....	35 @36

Lamb.	
Choice Lambs.....	26 @26
Choice Saddle.....	32 @32
Choice Fores.....	20 @20
Medium Lambs.....	25 @25
Medium Fores.....	20 @20
Medium Saddle.....	30 @30
Lamb Fries, per lb.....	22 @22
Lamb Tongues, each.....	25 @25
Lamb Kidneys, per lb.....	25 @25

Mutton.	
Heavy Sheep.....	11 @11
Light Sheep.....	16 @16
Heavy Saddle.....	20 @20
Light Saddle.....	20 @20
Heavy Fores.....	9 @9
Light Fores.....	10 @10
Mutton Legs.....	21 @21
Mutton Loins.....	20 @20
Mutton Stew.....	7 @7
Sheep Tongues, each.....	18 @18
Sheep Heads, each.....	15 @15

Fresh Pork, Etc.	
Dressed Hogs.....	20 @20
Pork Loins.....	21 @21
Leaf Lard.....	18 @18
Tenderloins.....	18 @18
Spare Ribs.....	26 @26
Butts.....	26 @26
Hocks.....	18 @18
Trimming.....	13 @13
Extra Lean Trimming.....	19 @19
Tails.....	17 @17
Scouts.....	17 @17
Pigs' Feet.....	7 @7
Pigs' Heads.....	10 @10
Blade Bones.....	9 @9
Blade Meat.....	16 @16
Cheek Meat.....	21 @21
Hog livers, per lb.....	7 @7
Neck Bones.....	6 @6
Skinned Shoulders.....	18 @18
Pork Hearts.....	8 @8
Pork Kidneys, per lb.....	6 @6
Pork Tongues.....	24 @24
Shin Bones.....	21 @21
Tail Bones.....	20 @20
Brains.....	15 @15
Back fat.....	21 @21
Hams.....	22 @22
Chins.....	23 @23
Bellies.....	24 @24

SAUSAGE.

Columbia, Cloth, Bologna.....	27 @27
Bologna, large, long, round, in casings.....	16 @16
Choice Bologna.....	17 @17

Frankfurters.....	23 @23
Liver Sausage, with beer and pork.....	23 @23
Tongue and blood sausage, with pork.....	20 @20
Minced Sausage.....	19 @19
New England Style Sandwich Sausage.....	18 @18
Prepared Luncheon Sausage.....	23 @23
Liberty Luncheon Sausage (Rehner).....	21 @21
Oxford Lean Butts.....	21 @21
Polish Sausage.....	21 @21
Garlic Sausage.....	17 @17
Country Smoked Sausage.....	21 @21
Country Fresh Sausage.....	28 @28
Pork Sausage, bulk or link.....	28 @28
Pork Sausage, short link.....	28 @28
Luncheon Roll.....	20 @20
Delicatessen Loaf.....	18 @18
Ox Tongues, jellied.....	46 @46
Macaroni and Cheese Loaf.....	21 @21
Loin Roll, cooked.....	58 @58

Summer Sausage.

D'Aries, new goods.....	30 @30
Beef casing Salami, best.....	49 @49
Beef casing Salami (new goods).....	39 @39
Capri.....	31 @31
Holsteiner.....	45 @45
Peppetoni, long links.....	42 @42
Farmer.....	42 @42

Sausage in Brine.

Bologna, kits.....	2.40 @2.40
Bologna, 1/4 @ 1/4.....	4.00 @4.00
Pork, link, kits.....	2.78 @2.78
Pork, link, 1/4 @ 1/4.....	4.80 @4.80
Polish Sausage, kits.....	2.46 @2.46
Polish Sausage, 1/4 @ 1/4.....	4.18 @4.18
Frankfurters, kits.....	3.00 @3.00
Frankfurters, 1/4 @ 1/4.....	5.00 @5.00
Blood Sausage, kits.....	3.35 @3.35
Blood Sausage, 1/4 @ 1/4.....	5.50 @5.50
Liver Sausage, kits.....	2.50 @2.50
Liver Sausage, 1/4 @ 1/4.....	3.30 @3.30
Head Cheese, kits.....	2.40 @2.40
Head Cheese, 1/4 @ 1/4.....	4.00 @4.00

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels.....	19.75 @19.75
Pickled Plain Tripe, in 200-lb. barrels.....	17.50 @17.50
Regular H. C. Tripe, in 200-lb. barrels.....	19.25 @19.25
Pocket H. C. Tripe, in 200-lb. barrels.....	21.00 @21.00
Pickled hog chitterlings, uncooked, bbls.....	22.25 @22.25
Pickled hog chitterlings, cooked, bbls.....	31.50 @31.50
Sheep Tongues, short cut, barrels.....	70.00 @70.00
Sheep Tongues, long cut, barrels.....	67.00 @67.00
Pork Tongues, barrels.....	66.50 @66.50

CANNED MEATS.

	No. 1.	No. 2.	No. 3.	No. 4.
Corned beef.....	\$3.40	\$3.50	\$2.50	\$2.50
Roast beef.....	3.40	6.50	21.50	21.50
Roast mutton.....	3.40	6.50	21.50	21.50
Sliced dried beef.....	2.75	4.50	8.90	32.00
Ox tongue, whole.....	3.50	6.00	10.75	38.50
Luncheon tongue.....	1.90	3.25	6.00	.....
Corn beef hash.....	1.90	3.25	6.00	.....
Roast beef hash.....	1.90	3.25	6.00	.....
Hamburger steak with onions.....	1.85	2.75	5.25	.....
Vienna style sausage.....	1.40	.....	.....	.....
Luncheon sausage.....	2.75	4.50	.....	.....
Breakfast sausage.....	2.75	4.50	.....	.....
Veal loaf, med. slice.....	.....	2.50	.....	.....

EXTRACT OF BEEF.

	Per dos.
2-oz. jars, 1 doz. in case.....	\$ 3.50
4-oz. jars, 1 doz. in case.....	6.75
8-oz. jars, 1 doz. in case.....	12.00
16-oz. jars, 1 doz. in case.....	21.00

BARRELLED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels.....	30.00 @30.00
Plate Beef.....	28.00 @28.00
Rollettes.....	25.00 @25.00
Rump Butts.....	31.00 @31.00
Mesa Pork.....	40.00 @40.00
Clear Fat Backs.....	40.00 @40.00
Family Back Pork.....	34.50 @34.50
Bean Pork.....	34.50 @34.50

LARD.

Pure Lard, kettle rendered, per lb., tes.....	25 @25
Pure Lard.....	23 @23
Cooking oil, per gal., in barrels.....	14 @14
Bakers' special cooking oil.....	14 @14
Barrels, 1/4 c. over tierces, half barrels, 1/4 c. over tierces; tube and pails, 10 to 80 lbs., 1/4 c. to 1 c. over tierces.....	14 @14

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chicago.....	29 @29
Cartons, rolls or prints, 1 lb.....	30 @30
Cartons, roll or prints, 2 @ 5 lbs.....	29 @29
Shortenings, 30 @ 60 lb. tubs.....	29 @29
Nut Margarine, prints, 1 lb.....	27 @27

DRY SALT MEATS.

Clear Bellies, 12 @ 14 avg.....	21 @21
Clear Bellies, 14 @ 16 avg.....	21 @21
Clear Bellies, 18 @ 20 avg.....	20 @20
Rib Bellies, 12 @ 14 avg.....	21 @21
Rib Bellies, 20 @ 25 avg.....	19 @19
Fat Backs, 10 @ 12 avg.....	18 @18
Fat Backs, 12 @ 14 avg.....	19 @19
Fat Backs, 14 @ 16 avg.....	20 @20
Extra Short Clears.....	19 @19
Extra Short Ribs.....	19 @19
Short Clears.....	19 @19
Butts.....	13 @13

WHOLESALE SMOKED MEATS.

Skinned Hams.....	28 @28
Regular Hams.....	30 @30
Matas, 4 @ 8 lbs. avg.....	23 @23
Chins, 6 @ 12 lbs. avg.....	19 @19
New York Shoulders, 8 @ 12 avg.....	23 @23
Breakfast Bacon, fancy.....	44 @44
Bib Bacon, wide, 8 @ 12 avg., and strip, 4 @ 8 avg.....	25 @25
Wide, 12 @ 14 avg., and strip, 6 @ 8 avg.....	25 @25
Wide, 4 @ 8 avg., and strip, 3 @ 4 avg.....	29 @29
Dried Beef Insides.....	51 @51
Dried Beef Knuckles.....	46 @46
Dried Beef Outsides.....	42 @42
Dried Beef Steaks, best.....	47 @47
Skinned Boiled Hams.....	50 @50

Regular Boiled Hams.....	42 @42
Boiled Chins.....	37 @37
Cooked Loin Rolls.....	58 @58
Cooked Rolled Shoulder.....	37 @37

SAUSAGE CASINGS.

F. O. B. CHICAGO.

Beef Rounds, per set.....	30 @30
Beef Export Rounds.....	30 @30
Beef Middles, per set.....	25 @25
Beef Bungas, per piece.....	25 @25
Beef Weissands.....	12 @12
Beef Bladders, small, per doz.....	1.25 @1.25
Beef Bladders, medium, per doz.....	1.10 @1.10
Hog Casings, free of salt, regular.....	1.50 @1.50
Hog Casings, f. o. b., extra narrow.....	25 @25
Hog Middles, per set.....	25 @25
Hog Bungas, export.....	12 @12
Hog Bungas, large.....	12 @12
Hog Bungas, medium.....	12 @12
Hog Bungas, narrow.....	12 @12
Hog Stomachs, per piece.....	12 @12
Imported wide Sheep Casings.....	12 @12
Imported medium wide Sheep Casings.....	12 @12
Imported medium Sheep Casings.....	12 @12

FERTILIZERS.

Dried blood, per unit.....	3.75 @3.75
Hooftmeal, per unit.....	3.25 @3.25
Concentrated tankage, ground.....	3.25 @3.25
Ground tankage, 11%.....	3.50 @3.50
Ground tankage, 9 and 20%.....	3.25 @3.25
Crushed tankage, 9 and 20%.....	3.50 @3.50
Ground tankage, 6 1/2 and 30%.....	27.50 @27.50
Ground raw bone, per ton.....	35.00 @35.00
Ground steam bone, per ton.....	28.00 @28.00

HORNS, HOOFS AND BONES.

No. 1 horns, per ton.....	240.00 @240.00
Horns, black, per ton.....	50.00 @50.00
Horns, striped, per ton.....	50.00 @50.00
Horns, white, per ton.....	50.00 @50.00
Round shin bones, heavies, per ton.....	100.00 @100.00
Round shin bones, lights, per ton.....	80.00 @80.00
Flat shin bones, heavies, per ton.....	80.00 @80.00
Flat shin bones, lights, per ton.....	70.00 @70.00
Thigh bones, heavies, per ton.....	90.00 @90.00
Thigh bones, lights, per ton.....	70.00 @70.00
Skulls, jaws and knuckles.....	35.00 @35.00

LARD.

Prime, steam, cash.....	16.50 @16.50
Prime, steam, loose.....	15.50 @15.50
Leaf.....	17.50 @17.50
Compound.....	20.00 @20.00
Neutral lard.....	20.25 @20.25

STEARINES.

Prime oleo.....	8 1/2 @ 9
Tallow.....	8 @ 8 1/2
Grease, yellow, loose.....	5 1/4 @ 5 1/2
Grease, A white, loose.....	8 @ 8 1/2

OILS.

Oleo oil, extra.....	17 @17
Oleo oil, No. 2.....	15 @15
Oleo stock, heavy, per gal.....	14 @14
Linseed, loose, per gal.....	68 @68
Corn oil, loose.....	6 1/2 @ 6 1/2
Soya bean oil, seller tank, f. o. b. coast.....	6 @ 6 1/4

TALLOW.

Edible.....	8 1/2 @ 9
Choice country.....	7 1/2 @ 7 1/2
Packers, prime, loose.....	7 @ 7 1/4
Packers, No. 1, loose.....	6 @ 6 1/4
Packers, No. 2.....	4 @ 5

GREASES.

White, choice.....	8 @ 8 1/2
White, "A".....	7 1/4 @ 8
White, "B".....	6 @ 6 1/2
Bone, naphtha, extracted.....	4 @ 4 1/2
Crackling.....	5 @ 5 1/2
House.....	4 1/2 @ 4 1/2
Yellow.....	5 @ 5 1/2
Brown.....	4 @ 4 1/2
Pigs' foot grease.....	11 @ 11 1/4
Garbage, grease, loose.....	4 @ 4 1/2
Glycerine, C. P., crystals.....	22 @22
Glycerine, dynamite.....	17 @17
Glycerine, crude soap.....	10 @10
Glycerine, candle.....	nom. 11 1/2

COTTONSEED OILS.

White, decolorized.....	12 1/2 @ 12 1/2
P. S. Y., loose, Chicago.....	nom. 7
P. S. Y., soap grade.....	nom. 6
Soap stock, bbls., concn., 62 @ 65 f. o. b.....	4 @ 4 1/2
Tex.....	1 1/2 @ 1 1/2
Soap stock, loose, 50% f. s. Chicago.....	1 1/2 @ 1 1/2

COOPERAGE.

Ash Pork Barrels, black iron hoops.....	3.35 @3.35
Oak Pork Barrels, black iron hoops.....	3.90 @3.90
Ash Pork Barrels, galv. iron hoops.....	3.55 @3.55
Red Oak Lard Tierces.....	4.00 @4.00
White Oak Lard Tierces.....	5.00 @5.00
White Oak Ham Tierces.....	5.40 @5.40

CURING MATERIALS.

Refined saltpetre, granulated, bbls.....	@ 12
Refined saltpetre, crystals, bbls.....	@ 13
Double refined Nitrate of Soda, gran., f. o. b. N. Y. & S. F., carloads.....	@ 5 1/2
Bbls.	@ 5 1/2
Sacks	@ 5 1/2
Double refined Nitrate of soda, gran., f. o. b. N. Y. & S. F., less than carloads.....	@ 5 1/2
Bbls.	@ 5 1/2
Sacks	@ 5 1/2
Double refined Nitrate of Soda, crystals— Bbls.	@ 6 1/2
Sacks	@ 6 1/2
Nitrate of Soda, crystals, less than carloads over Boric Acid, crystals to powdered.....	14 @ 14 1/2
Boric Acid, crystals to powdered.....	8 1/2 @ 8 1/2
Soda.....	
*White, clarified, f. o. b. New Orleans.....	@ 7 3/4
*Yellow, clarified, f. o. b. New Orleans.....	@ 7 5/8
Plantation, granulated, f. o. b. New Orleans (less 2 1/2).....	@ 8 1/2

Retail Section

THE BUSINESS QUIZ.

Following is the fifth set of six questions in a series published by The National Provisioner under the general title of "The Business Quiz," points of information of interest to every business man:

Question No. 1—What method do you use to keep your windows free from frost in the winter time?

Question No. 2—What is the "P. M." system of compensation to clerks?

Question No. 3—What is meant by a "Credit Guaranty"?

Question No. 4—Do you know how to effect a saving on show cards and price tickets, also to have them clean at all times?

Question No. 5—What is meant by "Terms 2 per cent 10 days E. O. M."?

Question No. 6—Why is the seller afforded more protection when he sells goods on "consignment" instead of a straight sale?

The answers to these questions will appear in the next issue of The National Provisioner.

LOSS OF GOODS IN TRANSIT.

In "The Business Quiz," appearing in the issue of October 30, this question was asked and answered as follows:

Question No. 5.—If goods in transit are destroyed by fire, who suffers the loss, the shipper or the purchaser?

Answer.—If goods in transit are destroyed by fire, the seller must fight the claim with the insurance company or railroad, for as soon as goods are delivered to the carrier, title passes from the seller to the buyer.

A reader writes as follows on this subject:

Editor, The National Provisioner:

Will you please advise in detail just how to figure the title passes from the seller to the buyer as soon as the property is delivered to the carrier. We figure this can only be determined from the terms of purchase.

Strictly speaking, the shipper as soon as he delivers the merchandise to the common carrier and sends the purchaser the bill of lading, is no longer responsible for the delivery of the goods, but this rule is not rigidly enforced; that is why it is not commonly understood.

It is a matter of business courtesy to not claim cash for goods destroyed in transit, but, according to strict interpretation, the purchaser must present his claim to the carrier.

The entire matter simmers down to this: in which party the title is vested. The shipper has no claim, the buyer has only the bill of lading, but the carrier has the goods. Thus as a rule the shipper and the buyer jointly attempt to reach an equitable settlement basis with the carrier or transportation company.

The very man you want may be looking for just the position you have to offer. Get in touch with him through the "Wanted" page of The National Provisioner.

BUTCHER EXPLAINS HAM PRICES.

Replying to charges of exorbitant retail prices asked for hams and bacon in Chicago, made by President E. C. Brown of the National Livestock Exchange at the "Eat-More-Meat" conference in Chicago as a result of investigations he had made on a tour of Chicago retail markets, George L. Pearson, a retail butcher who owns two markets on Armitage avenue, Chicago, made this explanation:

"Mr. Brown speaks as one who is ignorant of the meat business. Let me elucidate: A fourteen-pound ham costs the butcher, at 30 cents, \$4.20. The butt end, three pounds, must be cut off because nobody wants it. It is sold at 20 cents. Likewise the shank end, four pounds, goes at 20 cents because it is hard to sell.

"Thus we have seven pounds off the two ends sold for \$1.40. This makes the remaining seven pounds of the ham cost \$2.80, which is 40 cents a pound. We sell it for 55 cents a pound. Thus the ham which costs \$4.20 brings in at the most \$5.25, a gross advance of 25 per cent. Take into account the fat and waste, it figures down to about 20 per cent. Before the war it cost us 18 per cent to do business on. Surely this can't be profiteering."

LOCAL AND PERSONAL.

L. L. Parney has opened a meat market in Belding, Mich.

William Walley has opened a meat market in Capron, Ill.

Loren Schultz is opening a meat market in Hamilton, Ohio.

Emil Hanson has bought a meat market in Ambrose, N. Dak.

The Palace Meat Market, Marion, Ia., has been destroyed by fire.

Paul Guyot has sold his meat and grocery business in Winfield, Kas.

L. J. Hendryx has purchased the Smith Brothers' Market, Kearney, Neb.

W. M. Rhodes and E. Kehoe will open a meat market in Mahonmen, Minn.

Swalley & Stoneborner have engaged in the meat business in Pawnee, Okla.

A new meat market is being opened in Spokane, Wash., by William Plath.

E. L. Kimball has opened a "cash and carry" meat market in Keene, N. H.

J. C. Phelps has installed a sausage plant in his meat market at Corry, Pa.

Abbie Roberts has bought the McLaughlin Meat Market at Zearing, Ia.

H. P. Schmidt and R. M. March have opened a meat market in Gooding, Idaho.

L. F. Sample has leased the City Meat Market, El Dorado, Ark., to Chas. Curry.

The Carl Marth Meat Market, Garretson, Minn., has been sold to J. A. Grimm.

M. P. Jansen, formerly of Aberdeen, S. D., has opened a meat market in Miami, Fla.

O. G. & M. Rouse have sold their meat market in Smith Center, Kans., to Joe Hill.

J. A. Green has purchased the meat mar-

ket of Mervin McClanahan, Ottumwa, Iowa.

Herman A. Dennis has bought the meat market of Clifford Jones, in Canisteo, N. Y.

Kiefer & Keifer have sold their meat market in Aurora, Iowa, to Hawkins & Lotts.

The Frank Heberlein Meat Market, Fennimore, Wis., has been sold to George Kinzel.

The Lazenby Meat Market, Waco, Tex., has been damaged by fire to the extent of \$5,000.

The Davidson & Irwin Meat Market, Gering, Neb., is about ready for its grand opening.

L. J. Kellogg has sold his meat market in Ottawa, Ill., to Williams & Franchen, of Joliet.

H. A. Withers has purchased the Matheny market and the Lydia market in Elwood, Neb.

A new meat market has been opened in Vienna, Ohio, by Frank DeMonge, formerly of Hillsboro.

Jack Hill has disposed of his meat market at Grandview, Wash., to Neuman Bros. & Dickson.

G. Coniglio has opened a meat market and grocery in connection with his bakery in Oswego, N. Y.

James H. Baldwin has purchased a half interest in the butcher shop of Roy Hemingway, at Chadron, Nebr.

A. E. Schultz has purchased a complete set of new fixtures for the meat market he will open in Oxford, Ohio.

The city of High Point, N. C., will erect an abattoir at a cost of about \$25,000. A five-acre tract has been purchased.

J. A. Nelson and C. W. Nelson have opened a meat market in Mayville, N. Y., under the firm name of Nelson & Nelson.

The firm of Gostomski Brothers at La Salle, Ill., has been dissolved. B. W. Gostomski will continue in the meat business.

The Huntstiger Company, of St. Cloud, Minn., have erected a building in Waite Park, in which they are opening a meat market.

F. H. Prodder has purchased the meat and grocery business of J. C. McEachran & Sons, at 1506 N. Monroe street, Malo, Wash.

Mrs. Caroline Koerner, who has conducted a meat market at Litchfield, Minn., for the past forty years, has retired at the age of 70.

James R. Cunningham has incorporated at Newark, N. J., for the purpose of conducting a butcher business. The authorized capital stock is \$100,000.

Sturm & Drake, grocers in Billings, Mont., have installed a meat market in their store, with Oscar Palmer as manager and P. McFarland in charge of buying.

Raymond Henk and Harry Diedrickson, butchers at Neenah, Wis., have dissolved partnership and Mr. Henk has bought the meat market of M. A. Exley in Menasha, Wis.

"EAT-MORE-MEAT" CONFERENCE.

(Concluded from page 42.)

the idea that there was virtue in abstaining from meat must be corrected.

Wilson Speaks for Packers.

Thomas E. Wilson, president of the Institute of American Meat Packers, was introduced as the representative of the interest which took the meat from the producer and delivered it to the retailer for distribution to the consumer. Mr. Wilson was introduced as "the Apostle of Co-operation," and rejoined that he had still another middle name—"Confidence."

Mr. Wilson said he came to the meeting with an open mind. He felt that first there must be a complete survey of the situation from the outside, looking at it from the standpoint of the consumer and seeing what there was to be done. Then there must be a survey from the inside; all interested in meat production and consumption must look over their own situation and see what the conditions are necessary to attack and solve the outside problem. All the elements involved must be in harmony, and must agree on the fundamentals of the plan, and then they could devise the methods to bring about the necessary results.

The speaker felt sure there was need for action, but of what sort he would not undertake to say at this time. There was one thing certain, however. Producers were not going to continue to propagate livestock under existing conditions.

Mr. Wilson called attention to the fact that whereas the per capita meat consumption in this country in 1900 was 216 lbs., it had fallen to 185 lbs. in 1919. This amounted to a decrease in consumption of about 3,100,000 lbs. of meat. Such a movement as this need not be for the purpose of increasing consumption, but rather to bring it back to the former standard, at least.

Needn't Talk About Export Outlet.

"We have been talking about finding a foreign outlet for our meat surplus," said Mr. Wilson. "Did you ever stop to think that this 3,100,000 lbs. decrease in consumption at home is more than the total of our meat exports in the great war export year of 1918?"

"You have heard of the difficulties this industry has had to contend with," he continued. "This is not a matter we can overcome in a day, or a week, or a month. But we can overcome it by steady, persistent, united effort, by proper co-operation and action. I would not favor spending a single lead nickel on a short advertising campaign; the situation cannot be remedied in a brief period. But if we give the necessary time and money and men to the work—and above all, if we have the united support of all interests—we can do it."

Mr. Wilson said that the packers could be counted on for full co-operation. He suggested that the program be limited to this proposition alone—education of the consumer to the food value of meat—and that no other element be injected. "Put the consumption of meat back where it belongs," said he. "And in doing it we will be helping the consumer."

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414-420 WEST 14TH STREET
NEW YORK****Producer Warns of Meat Scarcity.**

Prof. H. W. Mumford, of the Illinois Agricultural Association, was called on and said that he was in hearty sympathy with an "eat-more-meat campaign." He said the best evidence of the value of advertising was the demand created by the packers' "mouth-watering" advertisements of their hams and bacon, in spite of the fact that retailers continued to ask high prices. He would put on a campaign which would say to the consumer: "We advise you to buy meat," and then co-operate to give this meat to him at a price he could afford to pay.

The speaker warned that under present conditions the livestock man would produce less meat, and that there would be a scarcity. He said the problem would be how to produce meat at a price the public could afford to pay.

A. B. Sykes of the Corn Belt Meat Producers' Association of Iowa, also favored such a campaign. He believed the way to start was to get the support of the various organizations in the allied industries, and get them behind a definite program.

Discussing the general proposition Mr. Sykes said there was too big a spread between wholesale and retail meat prices today. This must be eliminated. The consumer will buy more meat, said he, if the price is right. Mr. Sykes warned against endorsement of an "eat-more-meat" campaign which might carry with it implied approval of existing "exorbitant" retail meat prices.

White Pledges Packers' Support.

F. Edson White, vice president of Armour & Company, gave his hearty approval and that of his company to the project. He believed all interests should get behind the movement to increase meat consumption and instill confidence in meat in the mind of the consumer.

John M. Evvard of the Iowa Agricultural Experiment Station moved appointment of a committee to confer with all interested organizations and map out a plan for a

National Livestock and Meat Council, to carry out some plan along the lines discussed. This motion was unanimously adopted after extended debate which showed the interest of livestock raisers as well as packers and other interests.

After further discussion of ways and means the meeting adjourned subject to the call of the committee.

AN INDUSTRIAL DECALOGUE.

(W. L. Huggins, in American Industries.)

To Organized Labor:

1. Thou shalt not permit any of thy members to place the union card above our country's flag.
2. Thou shalt not deny to any man, at any time, in any place, the right to work as a free man and to receive wages as such.
3. Thou shalt not demand for any worker a good day's wage in return for a bad day's service.

To Employers:

4. Thou shalt pay a fair living wage to each and every one of thy workers.
5. Thou shalt furnish a safe and healthful place in which, and safe appliances with which, thy employes may work.
6. Thou shalt operate thy business as continuously as its nature will permit, to the end that labor shall be regularly employed and that the public may not suffer for the living necessities furnished throughout the medium of thy activities.
7. Thou shalt not demand extortionate profits, but shalt be content with a fair return upon thy investment used and useful in thy business.

To the General Public:

8. Thou shalt willingly pay a fair price for all commodities required by thee from labor and employer, to the end that labor shall have a just reward and employers a fair return.

9. Thou shalt pay thy taxes cheerfully and honestly, to the end that the obligations of the State to all its people may be promptly and properly fulfilled, liberty and justice safeguarded, and the general welfare assured.

To Everybody:

10. Thou shalt honor and love thy Government, for it is the people's government, the best ever devised by man, and there is none other like it in all the world.

New York Section

G. H. Cowan, vice-president, and A. O. Russ of the hide department of Wilson & Company, Chicago, were in town this week.

L. H. Heymann, vice-president of Morris & Company, was in New York this week. E. C. Linn of the offal department of Morris & Company at Chicago, left for Boston.

Edward Seh of Wilson & Company, the well-known hide man, was married on Thursday, November 25, to Miss Sophie Baar. The couple spent their honeymoon in Atlantic City.

Prices realized on Swift & Company's sales of carcass beef in New York City for the week ending Saturday, November 27, 1920, on shipments sold out, ranged from 13 to 22 cents per pound and averaged 16.16 cents per pound.

The number of pounds of meat, poultry and game seized and destroyed in the city of New York during the week ending November 27, 1920, is reported by the New York City Health Department as follows: Meat—Manhattan, 566½ lbs.; Brooklyn, 3,252 lbs.; Queens, 28 lbs.; total, 3,846½ lbs. Poultry and game—Manhattan, 5,590½ lbs.; Brooklyn, 3 lbs.; Bronx, 18 lbs.; Queens, 26 lbs.; total, 5,637½ lbs.

Retailers and Packers Form Meat Council

Organization was effected on December 1 of the Meat Council of New York, composed of delegates representing the retail meat dealers of New York, Brooklyn and the Bronx, and the meat packing firms doing business in this section. August F. Grimm, proprietor of the Riverside Market, New York, was made chairman of the council, and A. H. Van Pelt, New York manager of Armour & Company, Vice-Chairman.

The formation of the Council is the first step in an ambitious program of the retail meat dealers throughout the country to develop more economical methods in the marketing of meat products.

Since 1914 the overhead expense of selling meats at retail has increased enormously, and in addition the public has been losing its taste for any but the more expensive hindquarter cuts, leaving the retailer to market the remainder of the side of meat as best he may.

The new Council has appointed a committee on public relations, another on standardized cost accounting and a third on grievances, and these smaller groups will start to work upon these problems at once. Headquarters of the new organization will be at 7 East 42d street, New York.

The retailer members of this Council are: David Van Gelden, Samuel Heymann, Morris Hirtz, Irving Tabak, Frank

P. Burck, Albert Rosen, Frank Blitz, Jr., Charles H. Hembdt, Julius Dietz, Herman Kirschbaum, Rudolf Schumacher, Charles Schuck, Charles A. Raedle, Joseph Kossmann, August F. Grimm, George Shaffer, George Kramer and Moe Loeb.

The packer members are: W. H. Noyes of Swift & Company, A. H. Van Pelt of Armour & Company, Leo Joseph of the New York Butchers' Dressed Meat Company, Walter Blumenthal of the United Dressed Beef Company, Albert Rohe of Rohe & Brother, F. L. Bisbee of Joseph Stern & Sons, W. A. Lynde of Wilson & Company, G. A. Handly of the Cudahy Packing Company, and Pendleton Dudley, representing the Institute of American Meat Packers.

OUTLOOK FOR HOGS AND PRODUCT.

Receipts of hogs at 20 markets in 1920 up to December 1 were 29,406,000, as against 32,329,000 for the corresponding period in 1919. For the first three days this week there were received in 11 markets 359,000 hogs, as against 498,000 for the corresponding time last week and 391,000 for the corresponding time last year. The top on hogs at Chicago, on Dec. 1, was \$10.50. One year ago at this time the top on hogs was \$14.35, two years ago \$17.85, three years ago \$17.40, and four years ago \$10.30.

A feature of the market this week is that the market is firm at the top price, while it was weak at top prices last week. There has been considerable falling off in the receipts of hogs this week. This is very unusual for a stock show week. Heretofore during show week the receipts have been very liberal.

"There is a much firmer feeling in hog values at the present than there was a week ago," say W. G. Press & Co. in their market letter. "Everybody seemed to have lost his head last week when the market was weak; \$8.00 per 100 right away was predicted for hogs. This idea has been abandoned, for the present at least, and as far as we are concerned we have never seen a real foundation for \$8.00 hogs."

"The real basis for prices so far as demand is concerned has not changed. The world is in the same urgent need of hog products and there would have to be a continuous liberal flow of hogs to market before \$8.00 hogs could become a reality. We are not believers in \$8.00 hogs at any time this winter, because we are quite sure there is too great a demand in sight to permit such a price. There are no surpluses and we are still on a hand-to-mouth basis in pork products."

"The exports of lard for the first 20 days of this month were 36,109,204 lbs. Stocks of lard are practically all wiped out."

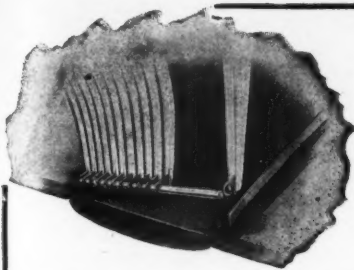
"As to the future market in hog products, we see no reason for expecting much decline. Ribs are not very much over the price of live hogs, and a spread of about 5c per pound between November and January lard does not indicate a very weak situation in the January, more especially as the hog receipts are not in volume enough to establish any great surplus in lard."

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Markets at Chicago and three Eastern markets on Thursday, December 2, 1920, as follows:

Fresh Beef—	Chicago.	Boston.	New York.	Philadelphia.
STEERS:				
Choice	\$25.00@27.00	\$.....@.....	\$.....@.....	\$.....@.....
Good	21.00@24.00	18.00@.....	17.00@19.00	17.00@18.00
Medium	15.00@19.00	15.00@17.00	14.00@16.00	14.00@16.00
Common	11.00@14.00	14.00@15.00	12.00@13.00	10.00@13.00
COWS:				
Good	14.00@15.00	12.00@.....	12.00@13.00	12.00@13.00
Medium	12.00@13.00	10.50@11.00	11.00@12.00	11.00@12.00
Common	10.00@11.00	10.00@10.50	10.00@11.00	10.00@11.00
BULLS:				
Common	9.50@10.25	.....@.....	9.50@11.00	8.00@ 9.00
Fresh Veal*—				
Choice	18.00@20.00	.....@.....	21.00@22.00@.....
Good	17.00@18.00	.....@.....	18.00@20.00	17.00@20.00
Medium	16.00@17.00	13.00@14.00	14.00@16.00	13.00@16.00
Common	14.00@15.00	11.00@12.00	12.00@14.00	8.00@12.00
Fresh Lamb and Mutton—				
LAMB:				
Choice	24.00@25.00	25.00@26.00	26.00@28.00	27.00@29.00
Good	22.00@23.00	24.00@25.00	24.00@25.00	25.00@27.00
Medium	20.00@21.00	20.00@23.00	22.00@23.00	23.00@25.00
Common	17.00@18.00	18.00@20.00	18.00@20.00	16.00@20.00
YEARLINGS:				
Good	18.00@19.00	18.00@21.00@.....@.....
Medium	17.00@18.00	16.00@18.00@.....@.....
Common	15.00@16.00@.....@.....@.....
MUTTON:				
Good	12.00@14.00	12.00@13.00	12.00@13.00	13.00@15.00
Medium	9.00@11.00	11.00@12.00	11.00@12.00	10.00@12.00
Common	8.00@ 9.00	8.00@10.00	8.00@10.00	6.00@10.00
Fresh Pork Cuts—				
LOINS:				
8-10 lb. average	20.00@21.00	21.00@23.00	20.00@22.00	17.00@20.00
10-12 lb. average	18.00@20.00	20.00@21.00	19.00@20.00	17.00@19.00
12-14 lb. average	17.00@18.00	18.00@19.00	18.00@19.00	16.00@18.00
14 lb. over	16.00@17.00	15.00@17.00	17.00@18.00	15.00@17.00
SHOULDERS:				
Skinned	16.00@18.00	.....@.....	17.00@18.00	17.00@19.00
PICNICS:				
4-6 lb. average	17.50@18.00	16.00@17.00	.....@.....	15.00@17.00
6-8 lb. average	16.00@17.00	15.00@16.00	17.00@18.00@.....
8 lb. over	15.00@16.00	14.00@15.00@.....@.....
BUTTS:				
Boneless	.....@.....	.....@.....	22.00@24.00@.....
Boston style	18.00@19.00@.....	18.00@20.00	18.00@22.00

*Veal prices include "hide on" at Chicago and New York.



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EASTERN MEAT TRADE CONDITIONS.

Meat trade conditions for the week at New York, Philadelphia and Boston are reviewed by the United States Bureau of Markets as follows:

The declines in live stock prices of the past few weeks continued to be reflected in a general lowering of dressed meat prices at eastern markets. Barring lambs, which held practically steady under light receipts, the demand for all other meats was not equal to the supply, and short and uneven declines were a feature of the week's trading.

The week's offerings comprised no beef of the choice grade and the moderate offerings of good steers were sold on a weak declining market, closing unevenly \$1 to \$3 lower than one week ago at the several markets. Medium and common grades, while weak, did not show corresponding declines and closed \$1 below the previous week. A lighter demand for cows resulted in sharp declines on all grades, with the closing range of prices \$1 to \$2 lower than the opening. Bulls attracted little attention and the light receipts were in excess of demand. Closing prices registered uneven declines from fifteen cents to two dollars. Kosher beef held practically steady under a fairly regular demand.

A general weakness pervaded all veal markets and a continued slow demand resulted in short and uneven declines. Closing prices were \$4 lower than one week ago at Boston; \$2 lower at New York, and \$3 lower at Philadelphia.

While the demand for lambs at eastern distributing centers showed no improvement, the light receipts were the principal factors in maintaining a steady market, with a slight upward tendency on choice lambs at New York. The increased offerings of yearling sheep were sold at a wide range of prices, but closed mostly steady with one week ago.

There continued a limited outlet for heavy sheep of the mutton type and prices at all markets showed uneven declines, ranging from \$1 at New York, \$2 at Boston, to \$4 at Philadelphia.

Although sharp daily declines have featured pork trading at all markets, closing conditions today continued weak and unsettled. Boston and New York are approximately \$9 lower on loins and Philadelphia \$6 lower than one week ago. Fresh shoulder cuts registered uneven declines, ranging from \$5 to \$7 at the several markets.

New York closed steady at the week's decline on beef and pork, choice lambs firm to higher, veal and mutton weak. There will be a liberal carry-over of each class except choice lambs. Boston closed weak and draggy on beef, veal and mutton; lambs closed steady to firm at an advance of \$1, and pork steady at the week's decline. There will be a liberal carry-over of all meats except lamb. Phil-

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BALTIMORE, MD.**

Philadelphia closed weak on beef, veal, mutton and pork and steady on lamb. There will be a liberal carry-over of all meats except lamb, both in coolers and cars on track.

PRAISES "BOSS" DEHAIRER.

The Cincinnati Butchers' Supply Co., the well-known manufacturers of "Boss" packinghouse machinery, have received the following letter from C. J. Bowers, Marshallville, Ohio, in reference to the "Boss" Dehairer recently installed in his plant:

"Marshallville, Ohio, Nov. 15, 1920.
"The Cincinnati Butchers' Supply Co., Cincinnati, Ohio.

Gentlemen:

"The 'Boss' Hog Dehairing Machine is doing all we expected it to do. Everything went off nicely the first day we used it, although we operated it ourselves, without an experienced man. Some of this credit should probably go to your erector on account of the workmanlike manner in which the machine was erected.

Respectfully,

C. J. Bowers."

Ford



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NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, common to good.....	4.30@12.75
Cows, common to choice.....	2.25@ 7.40
Bulls, common to choice.....	4.00@ 7.00
Beifers.....	@.....

LIVE CALVES

Calves, veals, com. to good, per 100 lbs.....	11.50@17.25
Calves, veals, culls, per 100 lbs.....	9.50@11.00
Calves, fed, per 100 lbs.....	7.00@ 9.00

LIVE SHEEP AND LAMBS.

Lambs, medium to prime, 100 lbs.....	13.00@14.00
Sheep, ewes, com. to prime, per 100 lbs.....	3.50@ 6.00
Sheep, yearlings, per 100 lbs.....	@ 9.00
Sheep, culls, per 100 lbs.....	2.50@ 3.00

LIVE HOGS.

Hogs, heavy.....	@11.50
Hogs, medium.....	@11.50
Hogs, 140 lbs.....	@11.50
Pigs.....	@11.50
Roughs.....	@ 9.50

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy.....	@28
Choice, native, light.....	@27
Native, common to fair.....	@24

WESTERN DRESSED BEEF.

Choice, native, heavy.....	@25
Choice, native, light.....	@24
Native, common to fair.....	@19
Choice, Western, heavy.....	@20
Choice, Western, light.....	@18
Common to fair, Texas.....	@14
Good to choice heifers.....	@22
Common to fair heifers.....	@18
Choice cows.....	@15
Common to fair cows.....	@12
Fresh Bologna bulls.....	@11

BEEF CUTS.

	Western	City.
No. 1 ribs.....	@23	@36
No. 2 ribs.....	@22	@32
No. 3 ribs.....	@14	@28
No. 1 loins.....	@33	@40
No. 2 loins.....	@23	@35
No. 3 loins.....	@14	@28
No. 1 hinds and ribs.....	@28	@30
No. 2 hinds and ribs.....	@25	@24
No. 3 hinds and ribs.....	@22	@17
No. 1 rounds.....	@18	@20
No. 2 rounds.....	@14	@18
No. 3 rounds.....	@12	@17
No. 1 chucks.....	@17	@22
No. 2 chucks.....	@11	@20
No. 3 chucks.....	@ 9	@18

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	@32
Veals, country dressed, per lb.....	@28
Western calves, choice.....	@26
Western calves, fair to good.....	@24
Grassers and buttermilks.....	@18

DRESSED HOGS.

Hogs, heavy.....	@17 1/2
Hogs, 180 lbs.....	@17 1/2
Hogs, 160 lbs.....	@17 1/2
Hogs, 140 lbs.....	@18
Pigs.....	@18

DRESSED SHEEP AND LAMBS.

Lambs, choice, spring.....	@27	@28
Lambs, choice.....	@25	@26
Sheep, choice.....	@14	@14
Sheep, medium to good.....	@12	@14
Sheep, culls.....	@ 8	@10

PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. avg.....	@25	@26
Smoked hams, 12@14 lbs. avg.....	@25	@26
Smoked picnics, light.....	@25	@26
Smoked picnics, heavy.....	@23	@24
Smoked shoulders.....	@25	@26
Smoked beef tongue, per lb.....	@48	@52
Smoked bacon (rib in).....	@35	@36
Dried beef ribs.....	@48	@52
Pickled bellies, heavy.....	@26	@27

FRESH PORK CUTS.

Fresh pork loins, Western.....	30	@31
Frozen pork loins.....	23	@24
Fresh pork tenderloins.....	38	@40
Frozen pork tenderloins.....	27	@28
Shoulders, city.....	27	@28
Shoulders, Western.....	30	@31
Butts, regular, fresh city.....	30	@31
Butts, boneless, Western.....	20	@22
Fresh hams, city.....	20	@22
Fresh picnic hams, Western.....	20	@22

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.....	135.00@150.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.....	125.00@140.00
Black hooft, per ton.....	85.00@ 85.00
Striped hooft, per ton.....	85.00@ 85.00
White hooft, per ton.....	125.00@135.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.....	150.00@180.00
Horns, avg. 7 1/2 oz. and over, No. 1s.....	250.00@300.00
Horns, avg. 7 1/2 oz. and over, No. 2s.....	240.00@255.00
Horns, avg. 7 1/2 oz. and over, No. 3s.....	125.00@175.00

BUTCHERS' SUNDRIES.

Fresh steer tongues, L. C. trim'd.....	@42c.	a pound
Fresh steer tongues, untrimmed.....	@42c.	a pound
Calves heads, scalded.....	@70c.	a piece
Sweetbreads, veal.....	@75c.	a pair
Sweetbreads, beef.....	@60c.	a pound
Beef kidneys.....	@15c.	a pound
Mutton kidneys.....	@ 5c.	each
Livers, beef.....	@20c.	a pound
Oxtails.....	@15c.	a pound
Heart, beef.....	@ 8c.	a pound
Rolls, beef.....	@22 1/2c.	a pound
Tenderloin beef, Western.....	@50c.	a pound
Lambs' fries.....	@ 8 1/2c.	a pair
Extra lean pork trimmings.....	@23c.	a pound

BUTCHER'S FAT.

Ordinary shop fat.....	@ 2 1/2
Suet, fresh and heavy.....	@ 5 1/2
Shop bones, per cwt.....	@25

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	@2.25
Sheep, imp., medium wide, per bundle.....	@2.00
Sheep, imp., narrow, per bundle.....	@1.50
Hog, free of salt, f. o. b. New York.....	@1.40
Hog, extra narrow, selected, per lb.....	@1.75
Hog middles.....	@26
Hog hungs, export.....	@18
Hog hungs, domestic, per set, f. o. b. New York.....	@28
Beef rounds, export, per set, f. o. b. New York.....	@22
Beef middles, per set, f. o. b. New York.....	@24
Beef, weasands, No. 1s, each.....	@43
Beef, weasands, No. 2s, each.....	@12
Beef, weasands, No. 3s, each.....	@1.25
Beef, weasands, No. 4s, each.....	@ 6

SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	21	24
Pepper, Sing., black.....	11	14
Pepper, red.....	26	30
Allspice.....	7 1/2	10 1/2
Cinnamon.....	14	17
Coriander.....	4 1/2	7
Cloves.....	32	37
Ginger.....	16	19
Mace.....	38	43

CURING MATERIALS

	Bags.	Bbls.
Refined saltpetre, granulated.....	11 1/2	12
Refined saltpetre, small crystals.....	12 1/2	13
Dbie. ref. nitrate soda, gran., carloads.....	5 1/2	5 1/2
Dbie. ref. nitrate soda, gran., less carloads.....	5 1/2	5 1/2
Dbie. ref. nitrate soda, crystal, carloads.....	6 1/2	6 1/2
Dbie. ref. nitrate soda, crystal, less carloads.....	6 1/2	6 1/2
Double refined nitrate of soda and saltpetre in kegs, 100 to 150 lbs net, 1c over above prices.		

GREEN CALFSKINS.

No. 1 skins.....	@ .15
No. 2 skins.....	@ .13
No. 3 skins.....	@ .04
Branded skins.....	@ .08
Ticky skins.....	@ .10
No. 1 B. M. skins.....	@ .13
No. 2 B. M. skins.....	@ .11
No. 1 9 1/2 @12 1/2 lbs.....	@ 1.50
No. 2 9 1/2 @12 1/2 lbs.....	@ 1.30
No. 1 B. M. 9 1/2 @12 lbs.....	@ 1.30
No. 2 B. M. 9 1/2 @12 lbs.....	@ 1.10
Branded skins, 9 1/2 @12 1/2 lbs.....	@ .75

Ticky skins, 9 1/2 @12 lbs.....	@ .75
No. 1, 12 1/2 @14 lbs.....	@ 2.00
No. 2, 12 1/2 @14 lbs.....	@ 1.75
No. 1 B. M., 12 1/2 @14 lbs.....	@ 1.75
No. 2 B. M., 12 1/2 @14 lbs.....	@ 1.30
No. 1 kip, 14 @18 lbs.....	@ 2.50
No. 2 kips, 14 @18 lbs.....	@ 2.25
No. 1 B. M., 14 @18 lbs.....	@ 2.25
No. 2 B. M., 14 @18 lbs.....	@ 2.00
No. 1 heavy kips, 18 lbs. and over.....	@ 3.00
No. 2 heavy kips, 18 lbs. and over.....	@ 2.75
Branded kips.....	@ 1.50
Heavy branded kips.....	@ 1.75
Ticky kips.....	@ 1.50
Heavy ticky kips.....	@ 1.75
All skins must have tail bone cut.	

DRESSED POULTRY

FRESH KILLED.

Fowls—Fresh—dry packed, milk fed—12 to box.....	
Western, 60 lbs. and over to dozen, lb.....	@41
Western, 48 to 56 lbs. to dozen, lb.....	@39
Western, 43 to 47 lbs. to dozen, lb.....	@35
Western, 36 to 42 lbs. to dozen, lb.....	@32
Western, 30 to 35 lbs. to dozen, lb.....	@30
Western, under 30 lbs. to dozen, lb.....	@29
Fowls—Fresh—dry packed, corn fed—12 to box.....	
W'n, 60 lbs. and over to dozen, lb.....	@40
Western, 48 to 56 lbs. to dozen, lb.....	@37
Western, 43 to 47 lbs. to dozen, lb.....	@34
Western, 36 to 42 lbs. to dozen, lb.....	@32
Western, 30 to 35 lbs. to dozen, lb.....	@28
Western, under 30 lbs. to dozen, lb.....	@28

Fowls—Fresh—dressed—Barns.....	
Western, dry picked, 5 lbs. and over, lb.....	@36
Western, dry picked, 4 1/2 lbs. each, lb.....	@33
Western, dry picked, 4 lbs. each, lb.....	@32
Western, dry picked, 3 1/2 lbs. each, lb.....	@28
W'n, dry picked, 3 lbs. and under, lb.....	@25
Old Cocks—Fresh—dry packed—boxes or bbls.....	
Western, dry picked, lb.....	@26
Western, scalded, lb.....	@25
Ducks.....	
Long Island, frozen, lb.....	@40
Squabs.....	
Prime, white, 10 lbs. to doz., doz.....	@11.00
Prime, white, 9 lbs. to doz., doz.....	@10.00
Prime, white, 8 lbs. to doz., doz.....	@ 9.50
Prime, white, 7 lbs. to doz., doz.....	@ 9.00
Prime, white, 6 to 6 1/2 lbs. to doz.....	@ 8.50
Dark, per dozen.....	@ 4.00
Culls, per dozen.....	@ 2.50

LIVE POULTRY.

Fowls, colored, via express.....	@28
Chickens, colored and mixed, via express.....	@25
Chickens, white leghorn, via express.....	@25
Old roosters, via freight.....	@20
Turkeys, via freight.....	@45
Ducks, Western, via freight.....	@36
Geese, via freight.....	@30
Pigeons, per pair.....	@40
Guineas, per pair.....	@10

BUTTER.

Creamery (42 score).....	@57
Creamery (higher scoring lots).....	@57 1/2
Creamery, firsts.....	@56
Creamery, seconds.....	@44
Creamery, lower grades.....	@35

EGGS.

Fresh gathered, extras, per dozen.....	@88
Fresh gathered, extra firsts.....	@85
Fresh gathered, firsts.....	@81
Fresh gathered, seconds.....	@75
Fresh gath. checks, good to choice, dry.....	@60
Fresh gathered dirties, No. 1.....	@55

FERTILIZER MARKETS

RARIS NEW YORK DELIVERY

Bone meal, steamed, 3 and 50, per ton.....	@45.00
Bone meal, raw, per ton.....	@50.00
Dried blood, high grade.....	@ 5.00
Nitrate of soda—spot.....	@ 3.00
Bone black, discard, sugar house del New York.....	nom. 40.00@45.00
Ground tankage, N. Y., 9 to 12 per cent ammonia.....	4.75@ 5.00
Garbage tankage.....	@10.50
Fish scrap, dried, 11 per cent ammonia and 15 per cent bone phosphate, delivered, Baltimore.....	4.50@ 5.00
Foreign fish guano, testing 13@14 per cent ammonia and about 10 per cent B. Phos. lime.....	5.00@ 5.50
Wet, acidulated, 7 per cent ammonia per ton, f.o.b. factory (35c. per unit available phos. acid).....	4.00 and 50c.
Sulphate ammonia, for shipment, per 100 lbs. guar., 25 per cent.....	@ 4.00

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